

# GRAIN DEALERS' JOURNAL

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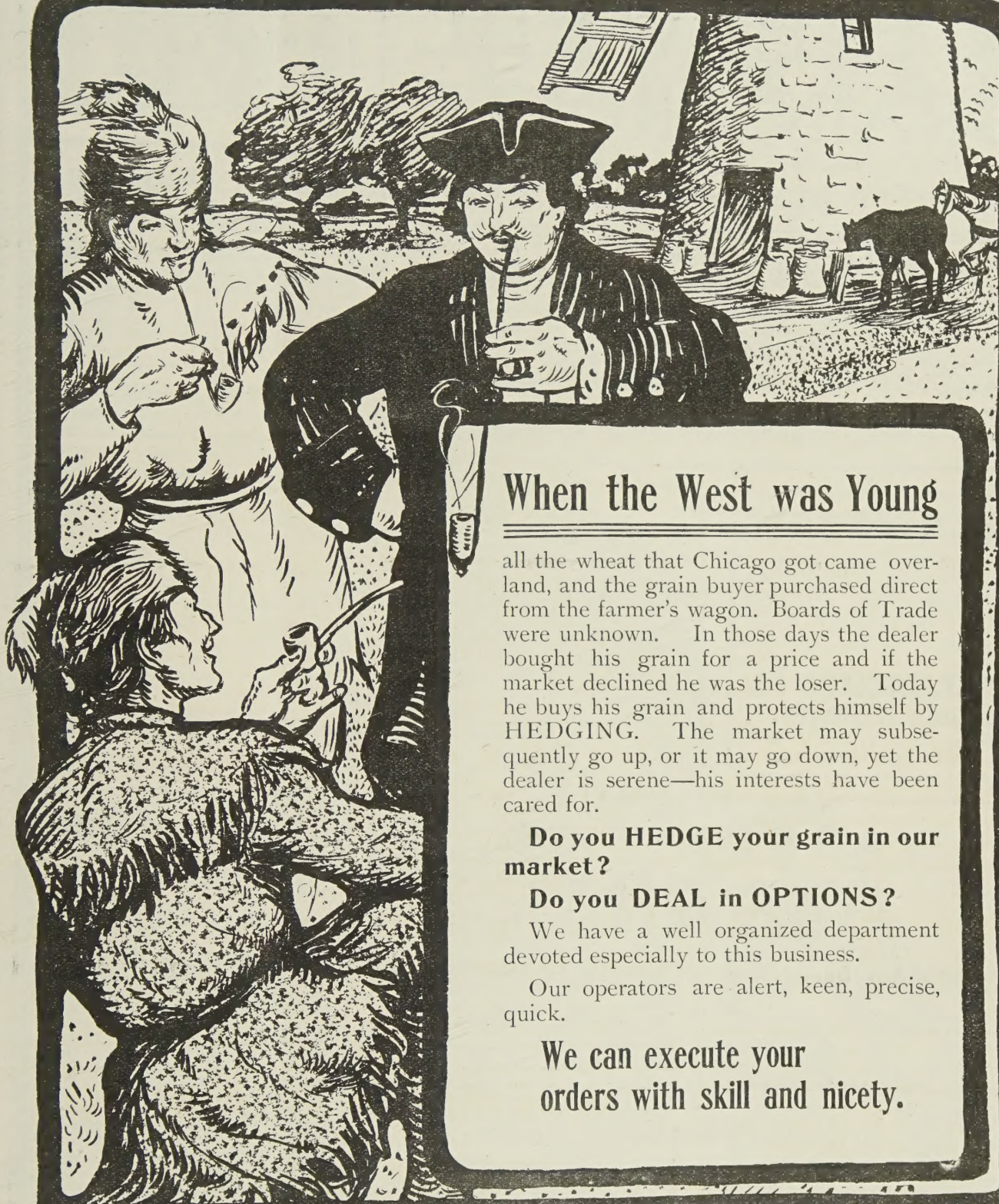
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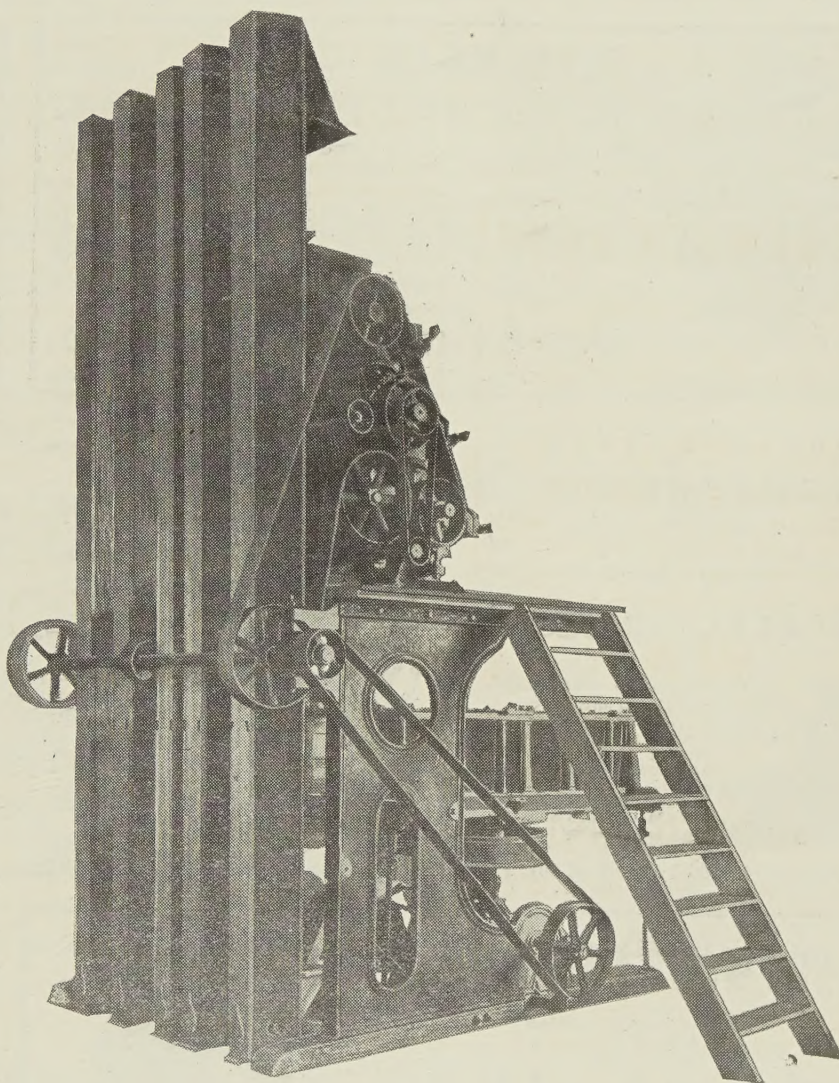
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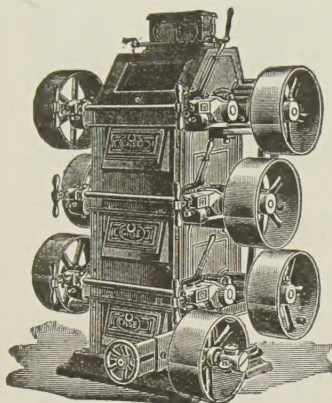
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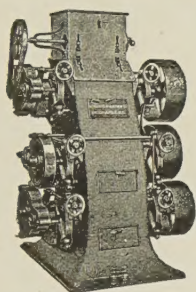
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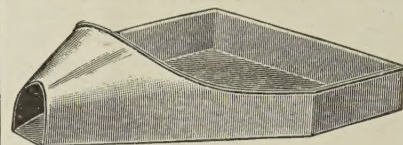
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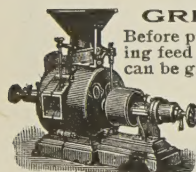
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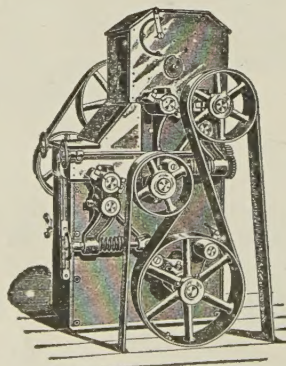
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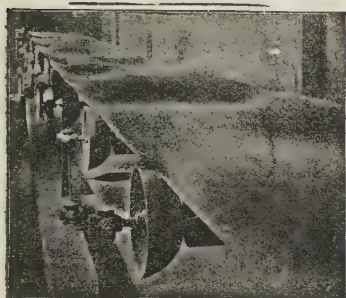
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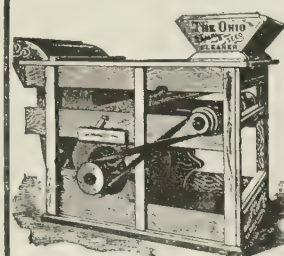
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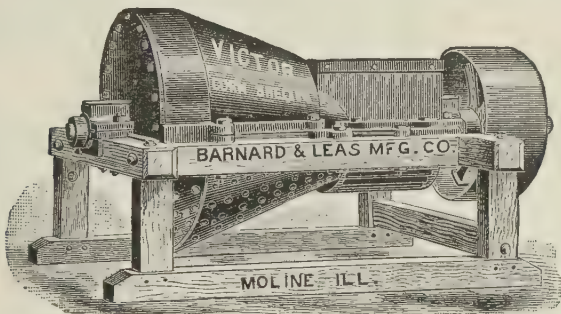
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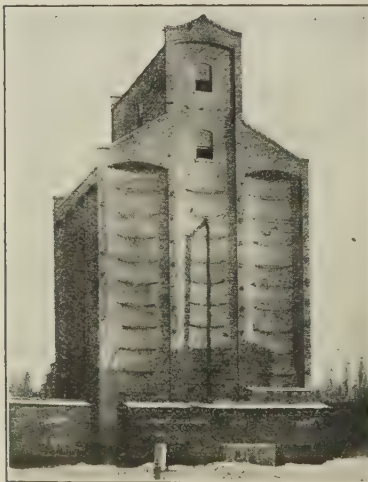
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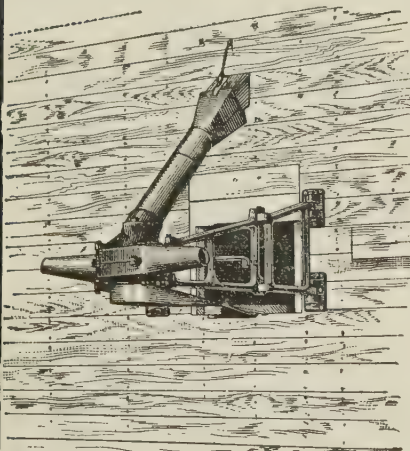
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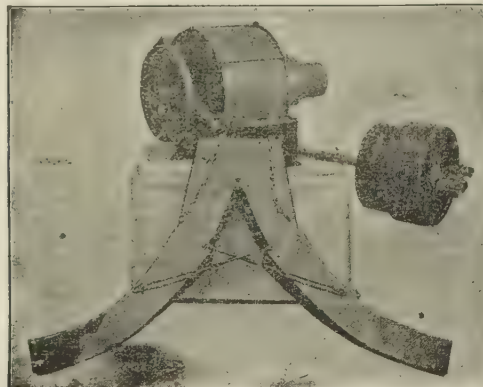
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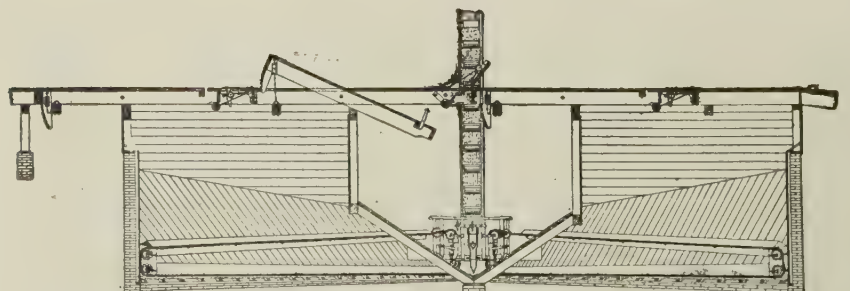
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That will load cars without shoveling.

It is worth its weight in gold.

It will save you in labor all it costs in less than a month.

Send for Prices to

**H. SANDMEYER & CO., Peoria, Ill.**



### HAD GOOD RESULTS,

Sieberns Bros., Buckley, Ill.: "Discontinue our adv., as we have sold the engine. Have had many inquiries."

## Have you the GERBER IMPROVED DISTRIBUTING SPOUT

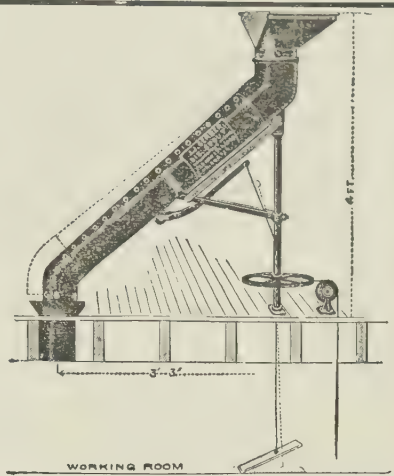
in your elevator. If not, try one and be convinced that it is the best Spout you can have in your elevator.

Patented May 15, 1900, Feb. 18, 1902.

BEWARE OF INFRINGEMENTS.

ELEVATOR SPOUTING A SPECIALTY.

**JAMES J. GERBER  
MINNEAPOLIS, MINN.**



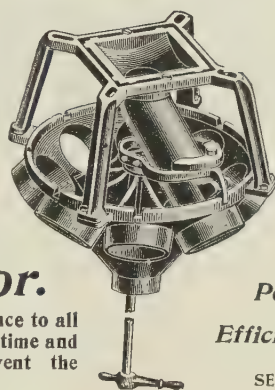
Are you running an Elevator?

Are you an up-to-date business man?

If so you are using the

## Hall Grain Distributor.

The points of great importance to all business men are how to save time and economize space, and prevent the mixing of grain.



This the Hall Overflow System absolutely does, and is the only system in the world that does.

IT IS

Simple,

Accurate,

Positive, Economical,

Efficient, Durable, Perfect.

SEND FOR DESCRIPTIVE BOOKLET.

**HALL DISTRIBUTOR CO.,**

222 FIRST NATIONAL BANK BLDG.,  
OMAHA, NEBRASKA.

## ELEVATOR SUPPLIES

**Wagon, Hopper,  
Portable, Dump Scales,  
Gasoline Engines,  
Grain Cleaners**

Write for Catalog of Complete  
Elevator Equipment

**C. D. HOLBROOK & CO.  
Minneapolis, Minn.**

### STANDARD

## SCALES

Warehouse, Elevator,  
Ra.road, Farm, Special.

**HICKMAN SCALE MFG. CO.**

224 East First Street  
Des Moines, Iowa.

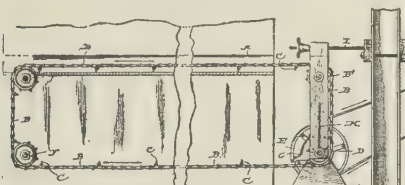
All Kinds Rebuilt and Repaired Promptly.

MUTUAL 'PHONE EAST 177.

### A. H. RICHNER

Designer and Builder of **GRAIN ELEVATORS**

Also manufacturer of the Richner Chain Grain Feeder. Elevator and Mill Supplies of all kinds.



Write for Special Prices. Address

**A. H. RICHNER, Crawfordsville, Ind.**

WE MANUFACTURE

### BURRELL IMPROVED



Anti-Friction Ear Corn Turn Head

Safety Grain Distributors.

Car Puller, from 3 to 30 Cars.

Head Pulley Drive, for 40-in.

to 84-in. Pulleys.

Boots for Steel and Wood

Legs.

Steel and Wood Elevator

Heads and Legs.

Indicators, Pinch Bars and

Dumps.

**BURRELL MFG. CO.**

Factory: Bradley, Ill.

G. T. BURRELL & CO., Agents, Monadnock Bldg., Chicago

## ELEVATOR SUPPLIES



OF ALL KINDS.

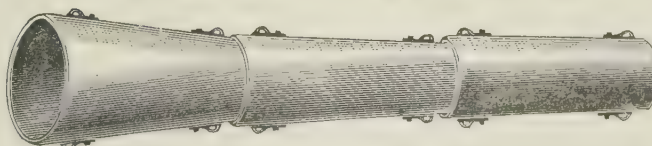
**GASOLINE ENGINES,  
STEAM ENGINES  
AND BOILERS.**

Boiler and Machine Shops.

**GLOBE MACHINERY &  
SUPPLY CO.**

414 to 418  
W. Court Ave.  
DES MOINES, IA.

## STEEL SPOUTING



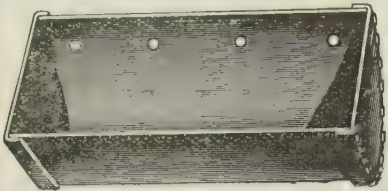
For taking grain from the head of an elevator this spouting is far superior to the ordinary wooden spouts. A glance at the cut will show how handy it is to carry grain to any point. Send for prices and further particulars to the manufacturers,

**DOWNIE-WRIGHT MFG. CO., York, Neb. P. A. KILNER, Manager.**



**ELEVATOR BUCKETS**

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

**Cleveland Elevator Bucket Co.,**  
Cleveland, Ohio.

## Wisconsin Graphite PAINT



Perfectly protects  
metal work of

### GRAIN ELEVATORS

From corrosion for years. Write us for  
information as to its covering capacity.

**WISCONSIN GRAPHITE CO.**  
Box 38, North Side,      Pittsburg.

## Grain Tables for Wagon Loads

Clark's Grain Tables for Wagon Loads are used more extensively by country grain buyers than all other tables combined for finding the number of bushels in any wagon load. It contains nine tables for this purpose and four dockage tables, all printed from heavy faced type, in two colors. Each table gives reductions from 100 to 4,090 lbs., is complete on one page, and is so arranged as to provide an effectual safeguard against errors by inexperienced persons.

The tables show the following reductions: (1) OATS at 32 lbs.; (2) OATS at 33 lbs.; [A table reducing oats to bushels of 35 lbs. will be substituted for the 33 lb. table if desired.] (3) BARLEY, HUNGARIAN GRASS SEED and CORN MEAL at 48 lbs.; (4) SHELLED CORN, RYE and FLAXSEED at 56 lbs.; (5) WHEAT, CLOVER SEED, BEANS, PEAS, and POTATOES at 60 lbs.; (6) EAR CORN at 70 lbs.; (7) EAR CORN at 75 lbs.; (8) EAR CORN at 80 lbs.; (9) TIMOTHY SEED at 45 lbs.

The four dockage tables show the dockage on 60 pound Wheat at 1, 2, 3 and 5 pounds dockage. The tables are bound in strong Manila covers. Price, 50 cents. Address

**GRAIN DEALERS COMPANY,**  
255 La Salle Street.      Chicago.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

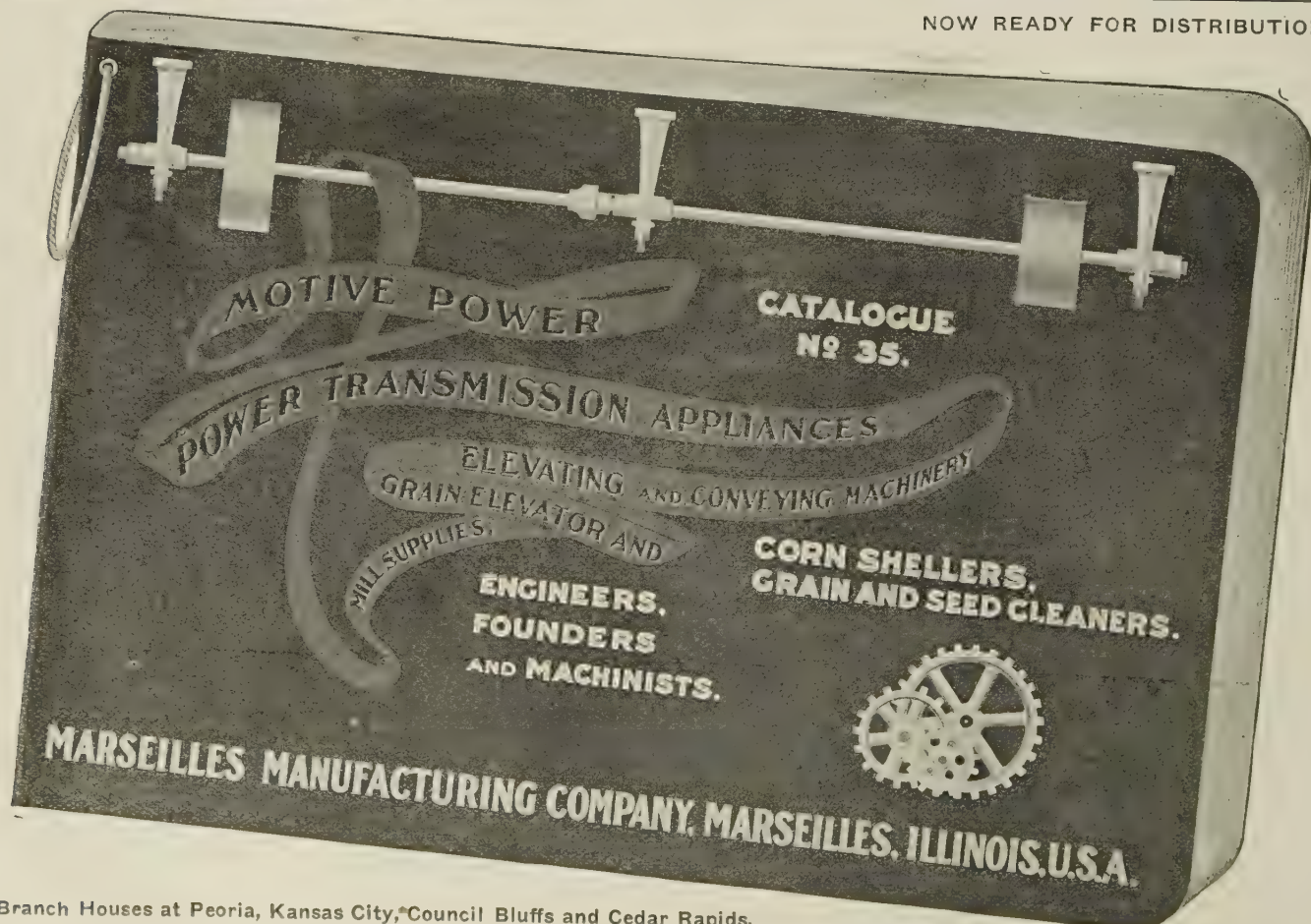
# Skillin & Richards Mfg. Co.

CHICAGO, ILL.

**CONVEYING AND ELEVATING MACHINERY**—Pulleys, Hangers and Shafting.  
**FRICTION CLUTCH PULLEYS**—Rope Transmission, Link Chain Sprockets, Salem Buckets.

**MILL AND ELEVATOR SUPPLIES OF ALL KINDS.**

NOW READY FOR DISTRIBUTION.



Branch Houses at Peoria, Kansas City, Council Bluffs and Cedar Rapids.



## FIRE INSURANCE

### MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

## Reliable Insurance...

on Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

### MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

CHARTERED, 1865 ASSETS, \$2,721,893  
NET CASH SURPLUS, \$469,382.27  
W. L. Barnum, Secy.

## INDIANA MILLERS

### MUTUAL FIRE INSURANCE COMPANY

OF INDIANAPOLIS, IND.

JAN. 1, 1902.

Gross Premium Notes.....\$697,501.33  
Surplus to Policy Holders..... 697,351.55  
Dividends Paid Policy Holders..... 238,566.84  
Cash Assets..... 119,924.77

### MILLS AND ELEVATORS ONLY PURELY MUTUAL

A liberal policy issued.

Losses paid when adjusted and NO DISCOUNT demanded. Address,

E. E. PERRY, Secretary.

## Michigan Millers Mutual Fire Insurance Co. of Lansing, Michigan.

21 Years Successful Business.

Assets.....\$958,473.31  
Losses Paid..... 718,556.00  
Net Cash Surplus, 214,743.50

**50% DIVIDENDS** 1899  
1900  
1901

Insures Flour Mills, Grain and Elevators.

## FLOATER GRAIN INSURANCE

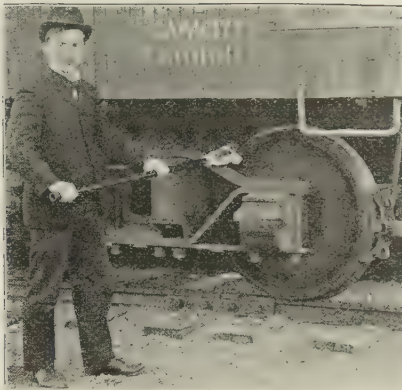
Special attention to Open Floater Policies in the best Stock Companies.

Insurance follows grain up and down as the quantity stored in each house changes. Will ALWAYS have insurance where you have grain.

Simple, Sure, Economical. Investigate, and you will find it absolute protection and cheap. Business handled anywhere. Write us.

H. H. LANTZ & CO. DES MOINES, IOWA  
25 years' experience. Best of references.

## "The Special Car Mover" IS PUTTING IT MILD "The Special Train Mover" IT SHOULD BE STYLED



### SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Sac City, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

**THE CONVEYOR CAR LOADER**  
Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipper on trial.

**THE INCLINE ELEVATOR AND DUMP**  
and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

H. KURTZ & SON, Sac City, Iowa.

## GRAIN CONTRACT BOOK

This book is designed especially for country grain men to use in taking written contracts from farmers. The contracts are numbered in duplicate, two on a page, with perforation between for easily tearing apart. The stub is signed by farmer certifying that he has sold ..... bushels of ..... at ..... per bushel to be delivered on or before ..... It also certifies that he has received ..... dollars on the contract. The other part is signed by elevator man and given to farmer. It certifies that the elevator man has bot so much grain, etc.

Each book contains 50 contracts, printed on linen paper, size 3 1/2 x 10 3/4 inches.

You can not afford to be without these contracts as they insure delivery of grain bot, prevent losses and worry in making settlements. Book No. 9, Price 50 cents. Address

**Grain Dealers Co.**  
10 Pacific Ave. Chicago, Ill.

## THE PERFECTION GRAIN DRIER

IS THE SIMPLEST  
AND BEST

Its first cost and cost of operation is 50% less than any other drier. Perfect work guaranteed. Write for particulars.

**TWEEDALE & HARVEY**  
303 Dearborn Street  
CHICAGO

## DAMP WHEAT

is dried and made merchant-  
able in the

## Hess Pneumatic Grain Drier

cheaper and faster than in any  
other device.

It dries other grains  
just as well.

**Hess Warming & Ventilating Co.**  
707 Tacoma Building  
CHICAGO

## Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

**THE PRACTICAL GAS ENGINEER**, by E. W. Longenecker, M. D., Price, \$1.00.

**THE GAS AND GASOLINE ENGINE**, by Norman & Hubbard, Price, \$1.00.

**THE GAS ENGINE HANDBOOK**, by E. W. Roberts, Price, \$1.50.

For any of the above address,

**Grain Dealers Co.,**  
255 La Salle St. Chicago, Ill.

# 2 JOURNALS FOR \$2

HAY—GRAIN

Dealers engaged in handling hay as well as grain will profit by subscribing for journals devoted exclusively to the interests of each trade.

The Hay Trade Journal is published weekly at Canajoharie, N. Y., by Willis Bullock, for \$2 per year. The Grain Dealers Journal is published on the 10th and 25th of each month for \$1 per year. Regular dealers can get both Journals one year by sending draft or express order for \$2 to

## GRAIN DEALERS JOURNAL

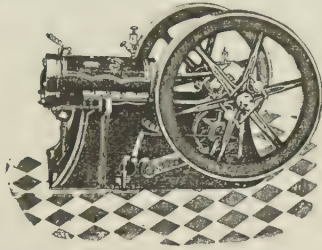
255 La Salle Street

CHICAGO, ILL.



## POWER FOR GRAIN ELEVATORS.

## Power for Every Class of Work.



The Waterloo Gasoline Engine Co. Waterloo, Ia.  
Branch Houses: David Bradley & Co.,  
Council Bluffs, Iowa; Bradley, Clark &  
Co., Minneapolis, Minn.

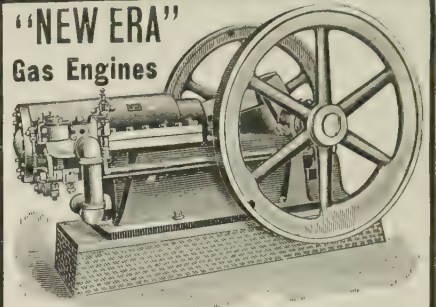
## "Lambert" Portable Engine

Gas or Gasoline.

Best power for farming and  
threshing. No flame or "parks to  
set fire to crops or barns. Easily  
moved, reliable, economical.  
Enlarged cylinder capacity  
gives greatest amount of power.  
Iron mounted on strong frame.  
Stationary also. Agents wanted. Write for illustrated catalog.  
R. LAMBERT GAS AND GASOLINE ENGINE CO., Anderson, Ind.

## SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.:  
"Please discontinue my advertisement  
in the Grain Dealers Journal, as I  
have sold my engine thru the ad., and  
could have sold one-half dozen en-  
gines if I had them."

"NEW ERA"  
Gas Engines

For Gas or Gasoline.

Sizes 5 to 80 H. P.

**NEW ERA IRON WORKS,**  
86 Dale Avenue, DAYTON, OHIO, U. S. A.

## HOWE SCALES AND HOWE ENGINES

Can you get anything better?  
Can you get anything as good?

INVESTIGATION WILL DETERMINE.

Grain Testers, Grain Scoops, Bag Holders, Car  
Starters, Conveying and Elevating Machinery.

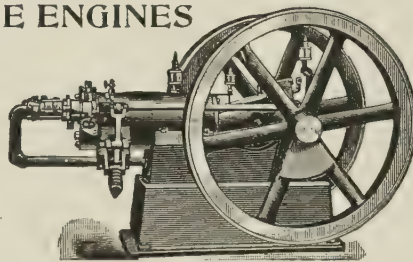
CATALOGS.

The Ball-Bearing Scale.



St. Louis, Kansas City,  
Minneapolis, Cleveland.

Borden &amp; Selleck Co., Chicago, Ill.



1 to 60 H. P.

Wagon, Dump, Hopper,  
and Grain Scales.

Double or Compound Beams.  
Steel Frames.

Grain Receiving  
Ledger FORM 33.

Is designed for use by grain buyers who  
keep individual accounts and is ruled for  
facts regarding wagon loads received from  
farmers. Each book contains 200 pages and  
each page is ruled for records of 39 wagon  
loads. The pages are numbered and a good  
index is bound in front part of book. Each  
page can be used for one or more accounts  
as desired. The pages are 8x13 inches and  
ruled with column headings as follows:  
Date, Article, Gross, Tare, Net, Bushels and  
Pounds, Price, Debit, Credit and Remarks.  
The paper used is heavy linen ledger, bound  
in heavy cloth covers with Russia back and  
corners. Price \$2.25.

FOR SALE BY

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.

Clark's DOUBLE  
INDEXED  
Car Register

Is designed to afford ready reference to  
the entry or record of any car number.  
Its facing pages are ruled into five col-  
umns, those on the left hand page being  
numbered 0, 1, 2, 3 and 4; while columns  
on the right hand page are numbered 5, 6,  
7, 8 and 9. Each column is ruled into  
three distinct divisions with the follow-  
ing sub-headings: "Initial," "Car No."  
and "Record."

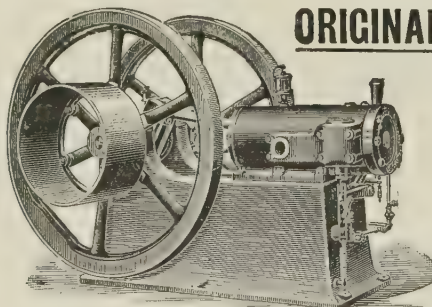
The marginal index figure represents  
the right hand or unit figure of the num-  
ber entered; and the column heading the  
second or tens figure. So in looking for,  
say 9846, we know it is on the page in-  
dexed 6, and in the column headed 4, and  
is quickest found by looking down the  
blue line for the third figure or 8. The in-  
stances in which these three figures appear  
in this combination will be so few that  
the required number can always be in-  
stantly found if properly entered.

The book is made of heavy ledger paper  
and well bound. Size, 11x14 1/2 inches.

No. 40 contains 36 pages, with  
spaces for registering 9,000 cars.  
Price, \$1.50.

No. 42 contains 68 pages, with  
spaces for registering 17,000 cars.  
Price, \$2.50.

**GRAIN DEALERS COMPANY,**  
10 PACIFIC AVE., CHICAGO.

ORIGINAL LEWIS  
GASOLINE ENGINES

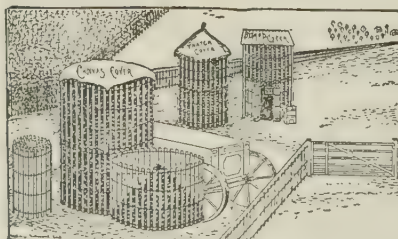
Most Popular and Reliable for  
**GRAIN ELEVATORS  
WATER WORKS  
ELECTRIC PLANTS**

Don't be bothered with a cheap, inferior  
engine. It will always make you trouble  
and be the most expensive in the end.

Buy a Lewis at the start. It is acknowl-  
edged to be standard in all respects.

**J. THOMPSON & SONS MFG. CO.,** Beloit, Wis.

## PORTABLE CORN CRIBS



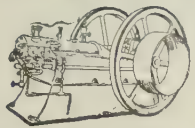
The demand for CORN CRIBS will be  
enormous this season. Farmers are pre-  
paring to build new ones now. **YOU**  
**SHOULD STOP THEM IMMEDIATELY** by  
offering our **TELESCOPE CRIBS**, that are  
better, and at a fraction of what theirs  
will cost. Capacity: 125; 200; 300; 500;  
800; 1,200 bushels. Order printed matter  
and dozen cribs now. Price will be right.

**THE ELLIOTT & REID CO.,** Box 2060, Richmond, Ind., U. S. A.



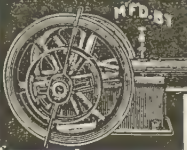
# POWER FOR GRAIN ELEVATORS.

## THE BAUER GASOLINE ENGINE



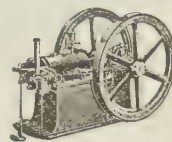
Is better adapted to the needs of the grain elevator man than any other.  
WRITE FOR DESCRIPTION.  
Bauer Machine Works,  
Kansas City, Mo.

## LENNOX GAS ENGINE



MFD. BY LENNOX MACH. CO.  
MARSHALLTOWN, IA.  
WRITE FOR CATALOGUE  
of Elevator Engines.

## BRUNNER ELEVATOR ENGINE

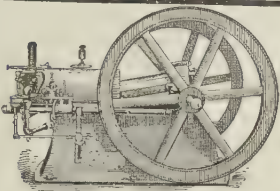


FOR GRAIN ELEVATORS.  
From 1 to 30 H. P.  
Write for descriptive circular.  
CHARLES BRUNNER, Mfr.,  
Peru, Ill.

## Burger Automatic

### Gasoline Engines are Perfect

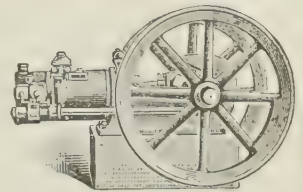
In mechanical construction, so when buying one for your elevator don't stop short of the best.  
Write us today.  
WOOLLEY FOUNDRY AND MACHINE CO.  
ANDERSON, IND.



### Gasoline Engines

Especially adapted for elevator use.  
Fremont Foundry & Machine Co.,  
Fremont, Neb.

IN these progressive days, every merchant, miller and factory owner should have his own isolated electric light plant. The electric light is handy, safe and economical, especially where OTTO Gas and Gasoline Engines are used as a prime mover. We have had the Experience in building special electric engines that insures the purchaser a close regulating and economical motive power. Tell us your needs and we will submit a proposition.



**THE OTTO GAS ENGINE WORKS**  
Chicago Representative, T. W. SNOW, 360 Dearborn St. PHILADELPHIA, PA.

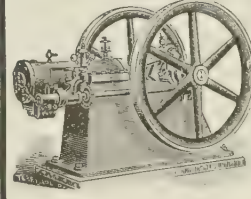
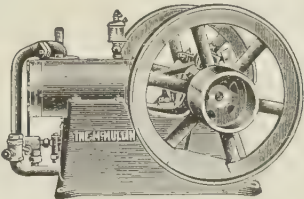
## THE CHEAPEST POWER PLANT ON EARTH

is the Gasoline Engine. Learn something to your advantage about

### McMullin Engines

by writing us. Catalog and prices on application.

McMullin Motive-Power and Construction Co.  
404 Royal Insurance Bldg., CHICAGO.



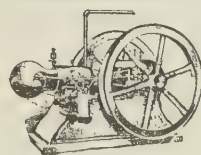
### THE Columbus Gas and Gasoline Engine

Simple, effective, easily started and adjusted.  
Columbus Machine Co.  
COLUMBUS, OHIO.  
Send for Catalog No. 39



Help!  
**HELP!**  
**HELP!**

If you want help that has had experience in the grain business, want to find some one who wants such help, or if you want a partner to help you, make your want known to the trade through the "Wanted" columns of the Grain Dealers Journal, Chicago. It is the grain trade's accepted medium for "Wanted" and "For Sale" ads.



## LIGHTNING GAS ENGINE AND SCALES



KANSAS CITY HAY PRESS CO.  
459 Mill St. KANSAS CITY MO.

## Polk's Directory

of the entire  
Grain, Seeds, Elevator, Milling and Baking

Interests of the United States

Addresses of all Grain Commission Men, Grain Shippers, Dealers, Buyers, Elevators (with power and capacities), Grain Machinery, Supplies, and all interests pertaining to the Grain Trade.

SECOND EDITION NOW IN COURSE OF PREPARATION.

**R. L. POLK & CO.,** 122 La Salle Street, CHICAGO, ILL., U. S. A.

OFFICES IN FOURTEEN PRINCIPAL CITIES.

ORDERS RECEIVED AT GRAIN DEALERS JOURNAL OFFICE.

## White's Wheat Flakes

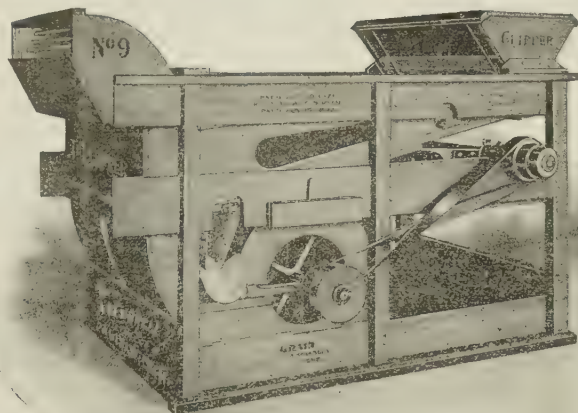
Is the most palatable cereal food on the market. A trial will convince you. If your grocer does not keep it, write

T. G. WHITE, Miller,

Marion, Iowa.



# The Clipper Corn Cleaner



This Cleaner is well adapted to handling all varieties of either field or sweet corn. The cone pulleys are so arranged as to give an extra strong air blast, which carries out all chaffy, shrunken kernels, husks, silks, pieces of cob, etc. The perforated Zinc Screens are selected to take out all the "bullhead" and "tip" grains if desired, leaving a very fine grade of corn.

This machine requires less than two horse power for cleaning corn or grain and has no equal for elevators of medium capacity. The Clipper Cleaner is easy to install, simple to operate and gives the very best results.

Write for our Sample Plate of screen perforations and catalogue.

No. 9 Regular Clipper Cleaner,

**A. T. Ferrell & Co., Saginaw, Mich.**

## DO YOU WANT

The grain trade news? Then subscribe for the **GRAIN DEALERS JOURNAL**, which is published on the 10th and 25th of each month by the Grain Dealers Company, at 10 Pacific Avenue, Chicago. for \$1.00 per year.

For

**STRENGTH  
DURABILITY &  
ECONOMY**

## CARTON CONVEYOR BELTS

Have no equal for Conveying or power transmission.

Catalogue and prices for the asking.

The Carton Belting Company,  
Allston District,  
Boston, Mass.

Stronger and cheaper than leather or rubber.

## Cifer Codes

USE A GOOD TELEGRAPH CIPHER CODE :: PREVENT ERRORS, REDUCE THE COST OF SENDING MESSAGES AND PREVENT CONTENTS BECOMING KNOWN TO AGENTS :: :: ::

**ROBINSON'S TELEGRAPH CIPHER CODE** is used more extensively by the grain trade than all others combined. Well arranged. Compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00; cloth, \$1.50.

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**COMPANION CABLE CODE**, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.

**STEWART'S INTERNATIONAL CODE**. By means of which any number from 1 to 1,000,000 can be expressed by a single word of not more than ten letters. Bound in paper, 22 pages. 25 cents.

**UNITED STATES CIPHER CODE**. Bound in cloth, 136 pages. price, 3.00.

For any of the above, address

**GRAIN DEALERS CO.**  
10 PACIFIC AVENUE, CHICAGO, ILL.



# Purify Grain Before Shipment.

## WILL IT PAY?

**W** E can purify oats, corn, barley, wheat, etc., and remove all must, smut, unnatural odors and insect life.

We can remove all must, smut, and bad odors from oats, and all weather stains, restoring the grain to natural color and sweetness.

We can greatly improve the condition and grade of the worst quality of oats, even when containing rotten grains or bin burned.

We can take No. 4 and off-grade oats and restore to condition as bright and sweet as Standard or No. 3 oats, and we can take No. 3 oats and make as bright and sweet as No. 2.

We can remove all sour smell from damaged corn, and greatly improve its condition at any stage of deterioration.

We can purify all grains with very little or absolutely no heat, so that grain is ready for shipment as soon as purified, thus requiring no additional machinery or extensive manipulating to cool the grain before shipment. This result of purifying without superheating the grain has never been accomplished and is not possible under any other of the many patents on grain purifiers now on the market.

By our Process, after removing all unnatural odors and smells, we leave unimpaired the natural aroma of the grain—a result never before accomplished.

We can dry moist grain and cool warm grain by throwing as much pure air in contact with it during one elevation as could be brought in contact with it by elevating twenty times to cupola and dropping to basement.

We can accomplish all the foregoing points and results at an **EXPENSE LESS THAN ONE DOLLAR PER THOUSAND BUSHELS OF GRAIN**, by the use of the

### **CALDWELL-BARR GRAIN PURIFIER,**

AND THE

### **CALDWELL-BARR PROCESS FOR PURIFYING GRAIN,**

which Purifier and Process are both fully covered by our several U. S. Letters Patents applications.

Our Process comprehends an entirely new principle in purifying grain, and is a revelation to old and experienced grain men, and if you are a practical grain man and want something incomparably better than anything heretofore on the market you should investigate our Purifier and Process before purchasing anything else.

#### **WE INVITE INSPECTION AND COMPARISON.**

We can save you the cost of Purifier and Process in a short time on handling grain. We can sell you the right to use this Process, and furnish you at a small cost the necessary mechanical parts of the Purifier, and your own engineer can readily construct it, or we can furnish you a mechanic to put it up.

If you are interested in these matters write us and we will furnish you free samples of grain before and after purification. Or if you wish to see the work being done, you can do so by visiting our elevator at Earl Park, Indiana, 96 miles from Chicago, on the C., C., C. & St. L. (Big Four) Railroad. Address

### **CALDWELL & BARR, Earl Park, Indiana.**

At the present time the country elevators and farmers are selling every week millions of bushels of off-grade and No. 4 oats to the transfer elevators and large elevators at terminal points, where the condition of these oats is improved and their grade raised by purification, and their value thus greatly increased before domestic consumption or export. There is no reason why the country elevators should not purify their grain before shipment, and thus profit by the consequent improved condition and increased value.



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## ELEVATORS FOR SALE.

LARGE country elevator for sale. Well situated. For information write to Walker & Snell, Walker, Ill.

ILLINOIS elevator at sacrifice or exchange for real estate; must be sold. W. L. Cadle, 440 Canal-st., Chicago.

ELEVATOR in good condition, for sale. Capacity, 10,000 bu.; gasoline engine. C. W. Henrichs, Bunker Hill, Ill.

TWO modern elevators in center of Iowa corn belt, for sale; capacity each 35,000. Geo. W. Post & Son, Lehigh, Ia.

TWO GOOD elevators for sale, situated on B. & M. R. R. Price, \$6,000. Fine crop this year. Address F. C. Kellogg, McCook, Neb.

ELEVATOR on Big 4 and E. J. & E., shipping 125 cars a year; no competition; for sale reasonably. Gasoline power. W. H. Fenton & Co., South Wilmington, Ill.

ACCOUNT OF HEALTH will sell or trade my elevator, coal and feed business, situated in a never failing crop portion of Iowa. Address E., box 6, care Grain Dealers Journal, Chicago.

A GOOD elevator, and hay, coal, feed and flour trade in connection. Crop prospects never better. Good reasons for selling. Address A, box 2, care Grain Dealers Journal, Chicago.

NORTHERN ILLINOIS elevator on I.C. R.R., with 16-h.p. gasoline engine, feed mill and sheller, for sale. Will handle 100,000 bu. per year. J. A. M., box 5, care Grain Dealers Journal, Chicago.

THE Goodhue Farmers Elevator, 8,000 bu. capacity, on C. & G. W. R. R. at Goodhue, Goodhue Co., Minn., for sale, or rent, at a bargain. For particulars address Perry George, Goodhue, Minn.

ELEVATOR and corn meal mills for sale in Deepwater, Mo. Heavy crops; good business. Reason for selling, old age. Price \$4,000. Address Deepwater Real Estate & Exchange Co., Deepwater, Mo.

ELEVATOR and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bu.; gasoline engine and dump. Good opening for right man. For particulars inquire of N. H. Halderman, Mt. Carroll, Ill.

A GOOD new house. Fine farming country in western Indiana; an excellent crop assured. No competition; ship from 150 to 225,000 per annum. A bargain for some one. Address B. B., box 5, care Grain Dealers Journal, Chicago.

ELEVATOR in good grain town in western Iowa; 25,000 bu. capacity; good coal business; crib room for 50,000 bu. ear corn. Will sell or trade for good farm property. G. H. S., box 5, care Grain Dealers Journal, Chicago.

ELEVATOR for sale in the heart of the wheat belt of Oklahoma; 12-h.p. Fairbanks Gasoline Engine; No. 3 Invincible Combination Cleaner; a 100-bu. hopper scales; all in first-class repair. Elevator 12,000 bu. capacity, with good corn crib in connection. Good wheat crop and good corn crop every year; \$2,500 buys it. S. T., box 6, care Grain Dealers Journal, Chicago.

## ELEVATORS WANTED.

WANT TO BUY an elevator at good grain point in eastern Neb. or southwestern Iowa. J. W. Bailey, Brock, Neb.

WANTED to buy or lease 2 or 3 elevators, western Ohio or eastern Ind. preferred. O. S. Marshall & Son, Sidney, O.

GOOD IOWA elevator wanted. Must handle 150,000 bu. or more per annum. Address B. C., box 7, care Grain Dealers Journal, Chicago.

WANTED TO BUY—A line of five or more country elevators located in a territory in Minnesota tributary to Minneapolis. Give full particulars and price first letter. W. H., box 7, care Grain Dealers Journal.

WANT to buy a good elevator in good territory; eastern Ind. or western Ohio preferred. (Prefer corn and oats territory.) Must be in good town and handle not less than 100,000 to 250,000 bushels per year. Address E. B., box 1, care Grain Dealers Journal, Chicago.

WANTED, an elevator or location in the grain trade in a nice town surrounded by a good grain section. Those contemplating selling now or in the near future may do well to write me, as I have disposed of all my real-estate interests and can pay cash for an A1 location. Address A. A. Mowrey, Box 381, Wooster, Ohio.

## MILLS FOR SALE.

BEST 100-bbl. mill that money could build; 30,000 bu. storage; everything 1st-class shape; large corn crop to handle; best farming section of Missouri. Handled 90 cars of wheat this season. Will sell at big bargain if sold at once. Address Ed. S. Harte, Knob Noster, Mo.

75-BBL. Ohio mill with 10,000-bu. capacity elevator for sale. Practically new and running steady with a large crop of corn to handle this fall. Owner wishes to quit business. Will sell less than cost and very reasonable terms. Write me when you mean business. L. H. G., box 4, care Grain Dealers Journal, Chicago.

## GRAIN WANTED.

BUCKWHEAT GRAIN WANTED. Address H. H. Emminga, Golden, Ill.

WANTED: Feed barley, and new No. 2 and No. 3 rye. W. H. Small & Co., Evansville, Ind.

OATS. Want car or two choice oats for seed; name variety and price. O. S. Marshall & Son, Sidney, O.

EAR CORN wanted: 150 cars delivered about Nov. 1 at Holland, Tex., on M. K. & T. R. R. Who will submit prices? W. L. Crosthwait, M. D., Holland, Tex.

## GRAIN FOR SALE.

POP CORN, 2 cars of the white rice variety, fine quality, for sale. Make cash offer if o. b. here. A. C. Davis, Conklin, Mich.

WHITE WHEAT AND UTAH ALFALFA SEED. When needing white wheat or choice Utah alfalfa seed, write Sam Williamson, Salt Lake City, Utah. Address telegrams "Williamson," Salt Lake City, Utah.

## HELP WANTED.

FOREMAN wanted at once, first class, for elevator work. State experience and salary expected. Good pay to right man. Lockwood & Morgan, Winfield, Kan.

## SITUATIONS WANTED.

POSITION with good grain firm wanted by young man with 2 years' experience in grain business. Best references. Address J. Y., box 7, care Grain Dealers Journal, Chicago.

POSITION: Would accept with good party to buy and manage grain business; 18 yrs. experience, last 12 as manager. Reference given. Address R. O., box 7, care Grain Dealers Journal, Chicago.

SITUATION wanted by man with 9 years' experience in the country grain business; last year local manager. Can keep a set of books as well as load a car. References. Address W. F., box 5, care Grain Dealers Journal, Chicago.

SITUATION WANTED as grain buyer or inspector with some large elevator interest or buyer of wheat and other grain; 25 years' experience in handling grain and managing elevator; best of references. Address J. H. Dickerson, Jr., Burgin, Ky.

POSITION WANTED in country grain office. Sixteen years as weigher, bookkeeper, manager, in grain offices. Originator of set books and grain tables. Can hold confidence of farming trade. Popular references. R. C., box 7, care Grain Dealers Journal, Chicago.

## SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

HOPPER SCALE for sale, 60-bushel Fairbanks. C. D. Holbrook & Co., Minneapolis, Minn.

HOPPER scale for sale: a 200-bu. Fairbanks; used three months. Address E. A. Thorp, Garber, Okla.

WAGON SCALE for sale: one Standard 5-ton; at Jeffers, Minn. Practically new, \$40. P. O. Box 451, Minneapolis, Minn.

EIGHTY-ton, 42-ft. Fairbanks Track Scale for sale; bargain. A. F. Chase & Co., agents for Monarch Scales, 215-3d st. So., Minneapolis, Minn.

FOUR FAIRBANKS Dormant Warehouse Scales, nearly new, capacity 3,500 pounds; also four large Fairbanks Trucks. Inquire of Bartlett, Kuhn & Co., Evansville, Ind.

## MISCELLANEOUS.

THE Grainman's Actuary \$1.00 post-paid. Henry Nobbe, Farmersville, Ill.

**C. A. BURKS**  
**GRAIN ELEVATOR BROKER**  
 MERCHANTS EXCHANGE.  
 DECATUR, ILL.



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## ENGINES FOR SALE.

SECOND-HAND engines for sale: size one 14x36 and one 18x42. A. F. Chase & Co., Minneapolis, Minn.

BOILER and engine for sale cheap and in good condition; 25-h.p. Box 194, Portage la Prairie, Manitoba.

NEW ERA 16-h. p. Gasoline Engine for sale; also elevator belt and cups. G. H. Warren, Middletown, Ill.

SECOND-HAND 15-h.p. Standard Oil City Gas Engine for sale; \$300. Write for other sizes. Lammert & Mann, 155-161 S. Jefferson-st., Chicago.

BOILER of 40-h.p., tubular, length 13½ ft., diameter 51 in., for sale; \$150 f. o. b. Kirkland, Ind. Address Bassett Grain Co., Indianapolis, Ind.

ONE second-hand tubular boiler, 16 ft. by 52 in.; 20-ft. smokestack, 24 in. diam. Price, \$100, f. o. b. cars, Kempton. M. J. Lee & Son, Kempton, Ind.

CHEAP: An almost new Otto 5-h. p. engine. Guarantee it to be as good as new in every respect. We bought 15-h. p. Write Revere Elevator Co., Revere, Minn.

ONE 8-horse Atlas Engine, 16-horse boiler. One 10-horse Atlas Engine, 20-horse boiler, for sale. Both in good shape. Morrison Gr. Co., 602 Board of Trade, Kansas City, Mo.

ONE 16, one 12 and one 6-h.p. Fairbanks, one 13 and one 5-h.p. Otto Gasoline Engines, latest style, for sale or exchange; also other makes. A. H. McDonald, 36 W. Randolph-st., Chicago.

CENTER CRANK ENGINE for sale; 14x16; manufactured by the Erie City Iron Works; rated at 70 h.p.; used about 4 years; in first-class condition. Inquire Iron Elevator & Transfer Co., Buffalo, N. Y.

STEAM AND GASOLINE engines for sale; 26, 12 and two 3-h.p. Charter; 17-h.p. New Era; 4-h.p. Racine, and 5-h.p. Fairbanks Gasoline Engines. Steam engines of 15, 35 and 40 h.p., and boilers of 20, 40 and 50 h.p. C. D. Holbrook & Co., Minneapolis, Minn.

FOR SALE—Second-hand gasoline engines, 1 to 50 h.p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

ONE 4-h.p. Otto; one 10-h.p. Otto; one 12-h.p. Lambert; one 22-h.p. Fairbanks; one 54-h.p. Fairbanks; one 20-h.p. New Era; one 26-h.p. New Era; one 35-h.p. New Era; one 60-h.p. New Era. I buy, sell or exchange. J. Montgomery Johnston, 216 Lake-st., Chicago, Ill.

SECONDHAND GASOLINE engines: One 28-h.p. Fairbanks, \$600; one 18-h.p. Lewis, \$400; one 18-h.p. Olds, \$350; one 10-h.p. Webster, \$250; one 3-h.p. Olin, \$100; one 2½-h.p. Weber, \$100; one 1½-h.p. Webster, \$85. For sale by Allen P. Ely & Co., 1110 Doug.-st., Omaha, Neb.

ONE 12-h.p. Ideal Balance Valve Horizontal Steam Engine, 7 in. bore, 10 in. stroke, weight 1,800 lbs., complete with lubricators. Price, \$140. One h.p. horizontal steam engine, center crank, 6 in. bore, 8 in. stroke, weight 700 lbs., complete with lubricators. Price, \$100. J. Thompson & Sons Mfg. Co., Beloit, Wis.

## MACHINES FOR SALE.

A 4 or 5-horse feed mill, in good condition, for sale cheap. E. E. Noe, Eldora, Ia.

SECOND-HAND CLIPPER MILLS for sale. Apply to the Albert Dickinson Co., Chicago, Ill.

WILLFORD 3-roller mills for sale; one No. 1, one No. 2. C. D. Holbrook & Co., Minneapolis, Minn.

WESTERN Roller Cleaner and Fan, No. 3. Fair condition. Will sell cheap. Porterfield & Barton, Jamaica, Ill.

METCALF Bifurcated Car-Loaders for sale; bargain, secondhand. T. V., box 1, care Grain Dealers Journal, Chicago.

A CORN, oats and wheat cleaner of large capacity; a bargain; 10 days' trial. B. S. Constant Co., Bloomington, Ill.

CORN cleaner, Barnard & Leas, No. 2, double cylinder, good condition. Will sell cheap. I. R. Kennard, Moran, Ind.

CORNWALL Corn Cleaner No. 1, and Marseilles New Process Cylinder Sheller, No. 5, for sale. Wm. Senf, Latimer, Ia.

ONE Eureka No. 5 Oat Clipper and one Barnard & Leas No. 1 Elevator Separator. Bartlett, Kuhn & Co., Evansville, Ind.

TWO No. 4 Eureka Clippers; good condition. Sell because I have not power enough to run. D. N. Dunlap, Fontanelle, Iowa.

PIONEER Wagon Dump for sale at 2-3 cost, f. o. b. here; in good shape; ready to run. W. P. Finger & Sons, Sawyer, Kan.

AN ELEVATOR OUTFIT consisting of cast iron shoe, pulleys, 4½x7 cups, and 90-ft. rubber belting, 8 in. wide, for cups, all in good condition, for sale. D. Miller, Lanark, Ill.

SEND for our list of new and second-hand shellers, cleaners and meal and feed grinding machinery, mill and elevator supplies. The E. E. Hollister Co., 116 North Front-st., Quincy, Ill.

TWO THOUSAND-BUSHEL "Three Rivers" Corn Sheller, run one season. Pulleys, shafting, belting and forty-foot elevator complete. Will sell at a bargain. McClure Bros., Dallas, Texas.

## MACHINES FOR SALE.

OAT CLIPPER, 2,500 bu. capacity; wheat cleaner, and improved dustless corn sheller for sale. All new and in good repair. Berry-Horn Coal Co., Bank of Commerce bldg., St. Louis, Mo.

OAT CLIPPER for sale at low price, as we have no use for it. Machine does very good work and can be run at 200 to 1,000 bu. per hour, requiring 5 to 25 h.p. Best made. Address J. B., box 7, care Grain Dealers Journal, Chicago.

ABOUT 150-ft. Jeffrey Chain Conveyor, suitable for an ear corn drag or for conveying small grain either from dump or from storage bins. For further particulars and price write to Churchill & Co., Buffalo, N. Y.

ONE No. 3 Miami Valley Corn Cleaner; 1 Smith Patent Ear Corn Feeder; 1 Eureka Wheat Cleaner, brand new; was never set up, for sale. Price is right. Raymond P. Lipe, 50 St. Clair bldg., Toledo, O.

ONE No. 2 Marseilles Corn Sheller; one No. 1 Three River Corn Sheller; good as new; for sale or exchange for engine and boiler. Address Schiff & Weathers, Greenville, Tex.

LARGE BARLEY AND WHEAT REEL, about good as new; 60 reels, an exceptionally fine machine for taking out all kinds of seeds and small kernels. Cost \$400. Will take \$100 cash. S. D. H., box 4, care Grain Dealers Journal.

ONE 24-in. attrition mill; one No. 6 oat clipper; one No. 3 receiving separator, with 2 sets sieves, wheat and corn; one new Howe Hopper Scale, 300 bu. capacity hopper, ironwork and beam strong enough for 500 bu., everything new, timbers and hopper go with it. Above machines are as good as new and will be sold cheap. Prices on application. A. S. Garman & Sons, Akron, O.

## PARTNERS WANTED.

PARTNER wanted, to invest \$42,000 in grain business; 200,000 to 250,000 bu. per year; central Ill. John Barthel, Hayes, Ill.

PARTNER wanted to take interest in mill and run elevator and flour exchange in separate town. Address Milgran, box 7, care Grain Dealers Journal, Chicago.

## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator.....

Post Office.....

.....bus.

State.....

190



**COMPLETE ELEVATOR OUTFITS.**

We are HEADQUARTERS for Buckets, Scoops, Conveyors, Belting and all kinds of Supplies. Send us your Bill for Estimates.

**MIDLAND MACHINERY CO.,**

309, 3rd St., So.

Prompt Shipments Guaranteed.

MINNEAPOLIS, MINN.

**THE ENGLISH SUPPLY CO., KANSAS CITY, MO.**

**Steam Engines and Boilers**

Pulleys, Shafting and Hangers.

Rubber, Leather and Canvas Stitched **BELTING.**

**STAINED OATS AND BARLEY**

can be made bright and sweet by our patent process of purifying. Then, too, you can get a better price for your grain. The impurities such as smut, must and mold odors are entirely removed.

A purifier can increase your profits enough to pay for itself in a short time. . . . Write for particulars to

**THE AMERICAN GRAIN PURIFIER CONSTRUCTING CO.**

Davenport, Iowa, or Kentland, Ind.

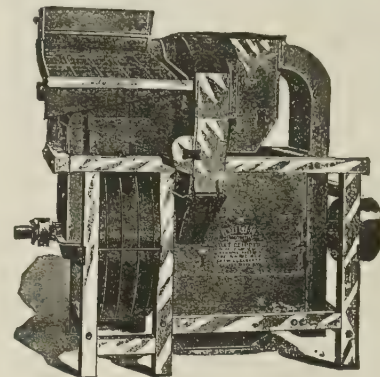
CLIP YOUR

**OATS**

WITH AN

**Invincible Oat Clipper**

It clips rapidly, perfectly and without waste, regardless of the weather. Large capacity, perfection of work, economy of operation, simplicity and durability are points in its favor.



Our machines are compactly built, run smoothly and do not hull the oats.

We manufacture Oat Clippers, Recelving Separators, Scourers and Cleaners, Needle Screen Gravity Separators and Spiral Belt Separators. . . . SEND FOR CATALOG

**Invincible Grain Cleaner Co.**

INVINCIBLE WORKS

SILVER CREEK, NEW YORK

REPRESENTED BY

W. J. SCOTT, . . . Wyoming Hotel, Chicago, Ill.  
EDW. A. ORDWAY, 512 Exchange Bldg., Kansas City, Mo.  
CHAS. H. SCOTT, . . . Nicolet Hotel, Minneapolis, Minn.  
J. N. BACON, . . . Balcherno Block, Indianapolis, Ind.

**How Do You Know It's Cheaper?**

Every once in a while a man breaks out with the remark that "I'd like to have a Monitor Scourer in my grain cleaning department, but there are cheaper machines."

How do you know they are cheaper?

It's the same old story of the "Cheap-in-the-Beginning-Man" getting a thing at a "Dear-in-the-End-Price."

If there was a great big difference in the price between the "Just-as-good" Scourer and the Monitor Scourer, there might be something in this cheap proposition, but there is not enough difference in money to make it worth while, and nine cases out of ten we find that a man pays just as much for the capacity of the machine he buys as he would pay for the same capacity in a Monitor Machine.

If you buy the "Just-as-good" Machine and you think you are getting a five hundred bushel machine and it turns out that it can only do four hundred bushel machine, you are paying for a four hundred bushel machine, aren't you?

That's reasonable, isn't it?

It's chances against you that if you had bought our four hundred bushel machine you would have got it at the same price and possibly a little cheaper.

The whole point comes right here with regards to the Monitor product:

In the Monitor product you get exactly what you pay for at a price that you have got to pay for a machine that is "just-as-good" as the Monitor.

We haven't been in business as long as we have to let anybody else set the pace.

The Monitor product has always been right up front—always been doing all it said it would do—always doing it at a price that was fair and square and honest, and we won't give anyone the advantage to-day.

The Monitor Scourers do closer, better and more even work.

You can do light or severe scouring at your pleasure.

They have absolutely positive and controlled air separations.

It has better sieve separations.

Its capacity is just what we say it is.

Its construction is just what our trade-mark stands for.

It makes the best machine in the market.

These are the things that the Monitor trade-mark stands for, and these are the things you pay for and these are the things you get, and if you can point to one thing in which our guarantee fails in being reproduced right on the floor, back goes the machine to us—there is no "ifs," "ands" or "buts" about it.

We go anywhere for business and talk to any kind of a man who talks business, and we would be glad to hear from you if you are thinking about it.

And just here we would like to ask you again about that cheap machine—how do you know it is cheaper?

Do you know, or did somebody else tell you so?

**The Huntley Manufacturing Co.**

Grain Cleaning Machinery for Mills and Elevators

**THE MONITOR WORKS**

**SILVER CREEK, N. Y.**



# GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

## GRAIN DEALERS COMPANY

255 La Salle Street,  
CHICAGO, ILL.

**CHARLES S. CLARK,**

Editor and Manager.

### Subscription Rates:

One Dollar per year; Sixty cents for six months. Invariably in advance. Fifteen cents should be added for exchange when sending local checks.

To Foreign Countries within the Postal Union, postage prepaid, \$1.75 per year.

### Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

### Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., OCTOBER 10, 1902.

**VENTILATED** corn cribs will be needed this year in many sections. Have you tried tile?

**SCALES** cannot be expected to keep in good working order unless they are frequently tested.

**DRAINING** water from your roof to your scale pit will not reduce the rust on the scale bearings.

**FEED GRINDING** proved so profitable last season that many elevator men are preparing to supply the demand this season.

**FEEDERS** of cattle and sheep are preparing to ship considerable live stock into Iowa to utilize soft corn and musty oats.

**LEST** you forget, let us remind you that the well-coopered car does not frequently result in returns being short of billing.

**JUDGING** from a query in this number from an Indiana shipper, some people have the knack of making rules to fit their own cases.

**TEXAS** dealers, at their recent meeting in Dallas, adopted a strong resolution denouncing the practice of grading musty oats as No. 2 by Missouri inspectors.

**COUNTRY BUYERS** who pay No. 2 prices for this year's oats are not likely to find the balance on the right side of the ledger when they close up the year's business.

**MEMPHIS** grain shippers have recently obtained concessions from the Illinois Central Railroad which will assist in building up their mixed car load trade with the interior.

**OHIO** dealers are expected to congregate at Columbus in large numbers next Tuesday to attend the fall meeting of the state association, which now has a membership of over three hundred.

**INSURANCE** on elevator and its contents is a most excellent thing to have all the time. Fires do not often occur the next hour after a policy expires but occasionally elevator men are deeply grieved to find that such a thing does happen.

**REMARKABLE** as it may seem English millers are actually asking to be permitted to use closed cars for transporting grain by English railway companies. Heretofore gondola cars, with tarpaulins, have seemed to be all that was needed.

**WRITTEN** contracts seem to be more popular with country buyers this season than ever before. Farmers are slowly becoming educated to understand that it is to their advantage as well as the buyers' to have contracts clearly understood and explicitly stated in writing.

**COLD** weather will soon be with us and the elevator operator who neglects to drain the water jacket of his gasoline engine each night will be expensively reminded that the temperature has fallen below the freezing point. It may be that the water jacket will be cracked, but he will not mind that.

**SHIPPERS** without printed stationery are not likely to receive that consideration which is due regular dealers. Many of their communications are likely to be looked upon as the product of a scooper and thrown in the waste basket. If you want to travel in your right class see to it that you have the essential markings.

**THE** paper shell elevators, which are frequently set upon stilts at country points and sold to grain dealers as grain storehouses, are beginning to topple, burst and fall. Any old barn builder can erect a house which will stand by itself, but it takes an engineer of some experience in this special line to erect an elevator which will stand all the strains to which it will be subject when filled with grain.

**OHIO'S** Attorney General has brought quo warranto proceedings at Columbus to stop the American Farm Company, incorporated under the laws of New Jersey, from doing any business in Ohio. This is the million dollar corporation with \$200 paid up, which proposes to manufacture and supply everything the farmer wants, as well as to market his grain "at great advantage."

**ST. LOUIS** elevators, judging from recent reports emanating from that city, are not disposed to guarantee weights and grades and refuse to give a bond to carry out their plain duty. By their very refusal they cast reflection on their own methods and intentions. It is evident the Merchants' Exchange will have a big fight before it is able to improve the conditions surrounding the city's grain trade.

**ST. LOUIS'** Merchants' Exchange has adopted new regulations governing regular elevators and warehouses, but has not yet succeeded in installing its weighmen in all of the places where grain shipped to that market is unloaded. Country shippers can render material assistance to the Exchange weighing department by insisting upon having weight certificates issued by the department.

**NEBRASKA** has a corn improvers association which is preparing to have a corn show at the state capital in January, and samples are now being collected from known producers of named va-

rieties for exhibition. If the farmers can be interested in the matter of improving their seed grain, it will result in much larger yields and in more profitable returns from every acre cultivated.

**PLOW MAKERS** are again attempting to consolidate manufacturing plants representing a total capitalization of \$75,000,000. But it is contended and with considerable show of reason that the economies affected through the consolidation will reduce the cost to the farmer, rather than increase it.

**WISCONSIN** has a grain dealers' association, altho comparatively few Wisconsin dealers are aware of that fact. The organization cannot be worthy of its name until it carries on much more vigorous work than has yet been placed to its credit. Shining examples of success are to be found on either side of it, and surely Wisconsin dealers are just as much in need of help as those of Minnesota, Iowa or Illinois.

**COAL** is becoming so expensive in some districts that grain elevator men hesitate to use it as fuel in their power plants and many friends of steam have recently when investigating the merits of the gasoline engine. Those who are in the surplus corn states will use more cobs than usual, but as fuel of all kinds promises to be expensive during the coming winter, cobs may be in such demand as to prevent the accumulation of a surplus.

**DEALERS** who think the grain trade has reached a perfect condition will find there is much to be wished for if they will but take the time to read a few of the able papers delivered at the Peoria meeting of the National Association last week. All of them are presented in this number of the Journal, together with the revised trade rules and the amended constitution and by-laws. The confidence of the champion of civil service rules for inspection departments, makes one long for its trial.

**BLACKBOARDS** bearing prices to be paid for grain are seldom discarded where once installed by the country elevator man, in fact if the farmer sees prices posted where all can read, he is more easily satisfied that quoted prices are the best he can get for his grain, and he does not worry the local buyer with demands for more. Boards large enough to post prevailing prices are not expensive and if the prices posted are strictly maintained the boards will pay for themselves many times over.

**AN EX-KANSAS** grain dealer, who has been in the undertaking business for several years, fell asleep one night recently while sitting up with the corpse of a railway agent and dreamed, that at last steady and uniform rates were maintained on grain to all points, and that no discrimination of any character against the small shipper was permitted. The dream was so real, the condition so inviting, that he there and then gave up the undertaking business and started to find an elevator.

**SORTING CORN** as it is received from farmers' wagons will pay better dividends this year than for many years past, and dealers in many sections cannot expect much of it to grade unless they exercise extreme care and pick out all soft and bad ears. In fact some corn is so very soft it will not stand cribbing,



and it will deteriorate good corn if placed with it. Careful sorting is always profitable, but this year it will pay better than usual in sections favored with early visits from Jack Frost.

AN ARMY contractor who was looking for the big end of an oat contract has long insisted that the seller of thirty-six pound clipped oats must deliver thirty-six pounds for a bushel. Every one in the trade will quickly recognize the absurdity of his contention, still the arguments of his lawyer were strong enough to convince a Chicago judge in the trial court that he was right. The United States Court of Appeals, however, has taken the customs of the trade and the laws of Illinois into consideration and reversed the decision.

UNIFORM forms of confirmation of contracts for grain for future delivery would seem to be even more desirable than we had first supposed, if we are to judge from the tenor of different communications received since publication of the form given on Page 295 of the Sept. 25th issue of this Journal. If any of our readers have any criticism to offer on that form we would be pleased to have same soon. It is one which has been examined carefully by different parties interested in the trade and would seem should justify careful consideration by every dealer interested.

ILLINOIS politicians seem determined to have more offices to distribute among their faithful henchmen, and altho it seems very doubtful that they will ever be able to gain control of Chicago's weighing department, still the politicians consider the prize worth striving for. The approaching election may prompt them to postpone action until after the ballots are cast, but certain it is that their insatiable greed will not permit them to rest until all hope of obtaining control of every office in sight is lost. The politicians are after official pap. For the business interests of the state they don't care a rap.

TOLEDO reduced its requirements for contract clover seed some time ago and now has come forward with a new rule which makes No. 3 yellow corn deliverable on future contracts unless otherwise specified. It is not designed that the new rule shall prevent trade in No. 2 mixed corn, but it makes possible the delivery of No. 2 mixed or 3 yellow on all contracts for No. 2 at the option of the seller. This experiment will be watched with interest by all cash handlers who find it desirable to hedge against their holdings. That it will prove a panacea for all the ills of the hedger is not likely, but it is likely to make hedging less dangerous.

OIL SHARKS located at Cleveland, Ohio, continue to write grain dealers regarding the "Half barrel of Extra Fine Cylinder Oil and the barrel of Extra Lard Machine Oil which we have at the freight station near your place." The price is almost whatever the elevator man will pay; freight, leakage and every other loss, of course, is borne by the would-be seller. This game is so old, has been worked successfully so many times that it would not seem possible for the sharpers to capture enough suckers to pay their postage bills. Yet the fact that they continue to send letters to many dealers in the central states indicates that they know the suckers are not all milked yet.

ALASKA has not been given much attention by agriculturists but, judging from the report of the special agent of the Agricultural Department in Alaska this slight has not been merited by our possessions in the land of icebergs. It seems that all kinds of vegetables are grown at experimental stations at Sitka and Kenai and many varieties of wheat, barley and oats have been grown near Dawson. Very good results with winter wheat have been attained in latitude 65, it being covered so deep with snow that the temperature of 70 degrees below zero did not affect it. In view of these facts it would not seem impossible for Alaska eventually to produce its own bread-stuffs.

RECEIVERS, track buyers or grain brokers who neglect to support the National Association, neglect an inexpensive, yet shining opportunity to help provide funds to place the grain trade on a higher plane, to remove many petty practices and methods which now encumber the trade to its detriment. Many receivers are paying dues to local associations which do not attempt to handle anything but local affairs in which the receivers are not directly interested. There is no objection to receivers contributing to the support of local associations if they are so disposed but, in the interests of their own business, and the larger number of shippers, it seems imperative that all support the National. Until a larger number contribute to the expense fund, the work cannot be broadened to the extent desired by the active workers.

ARBITRATION still meets with some opposition from parties who do not hesitate to give evidence of their lack of faith in the fairness of their contentions, but dealers who are ever ready to do the fair thing are found always willing to arbitrate any difference which arises between them and other members of the trade. The dealer who wants only what rightly belongs to him, does not fear to place his case in the hands of experienced grain dealers who, free from prejudice, judge of each case on its merits. They are guided by trade customs and practices, by the spirit of fair dealing and not by legal technicalities, as is a court of law. The arbitration committees of the different associations offer surer justice and quicker decisions, and leave both parties to every controversy free from prejudice as to future business relations. The expense is merely nominal as compared with suits at law and the results are invariably more satisfactory to contestants than where proceedings are carried into court.

ONE of the practical results of the annual meeting of the Grain Dealers National Association promises to be the carrying of association work into the Southeast where it is the rule rather than the exception to ignore conditions of contracts, and to delay payment of draft until grain is sold. The loose methods of conducting the business has naturally attracted dishonest and irresponsible persons to the business, much to the detriment of western and northern shippers, as well as to the destruction of the business of reputable dealers of the Southeast, who are accustomed to doing business according to modern business methods. The work of reforming the methods of the careless buyers and of driving out the sharpers merits the hearty co-operation of all state and

local associations. The reputable dealers of the Southeast have entered heartily into the move for reform and although permanent results cannot be attained quickly, much better conditions are assured in the near future.

OATS are so badly stained this year that many country dealers have been considering the advisability of installing purifiers to remove stains and smut. Several have written us regarding the so-called pure food laws of Illinois. Illinois did have a law which prohibited the bleaching of grain but it has been declared unconstitutional by the courts, hence is of no effect. There seems no doubt that purified or bleached grain has come to stay. The improvement effected in the grain by the purifying process is acknowledged by every buyer, who pays a premium for the purified grain, without knowing it to have been previously badly stained and discolored by rain. It has yet to be proved that the grain is not improved as a food by this treatment. No doubt chemists can be found who will render opinions as you want them for the price, but the fact that horses invariably will eat first from the trough containing the purified grain when they have a choice would seem to support the opinion that they prefer it.

BUCKET SHOPS have thrived in the Northwest despite faint efforts made against them, but at last the Minneapolis Chamber of Commerce has given formal notice to the Western Union Telegraph Company that it must cease furnishing Chamber of Commerce quotations to bucket shops or remove its offices from the Exchange. And following this order, the Exchange has adopted drastic methods to enforce its mandate. About a year ago the Exchange made a similar request of the telegraph companies, but without effect. Now operators have been forbid sending out quotations and none have been posted even within the Exchange hall. The dishonesty of bucket shop operators has always cast reflection upon the methods and good name of legitimate exchanges and it is a wonder that the reputable organizations of the country have not long since taken a firm stand against these irresponsible and disreputable institutions. Had the exchanges united against bucket shops, their own business now would stand higher in the public estimation.

MORE SALES of grain are being made by sample this year than for many years past. In fact it seems to be the only satisfactory way of marketing this year's stained sprouted grain. The variation in quality of grain in different districts has been so great that it has been next to impossible for dealers to discuss values of grades intelligibly. In order to assist regular dealers in forming a clearer and nearer correct value of grain being marketed at their stations, the Iowa Grain Dealers Association has recently distributed type samples of barley and oats. Heretofore there has been a great variety in the grading of grain by country dealers. This distribution of type samples will have a tendency to bring about uniform grading by dealers, increase the probability of their buying grain right, and reduce the opportunities for losses. The inferior quality of the greater portion of these grains so far marketed would indicate that the grain buyer must be very careful this year, lest he pay much more for grain than he will ever be able to get out of it.



# Annual Meeting Grain Dealers National Association

## Wednesday Morning.

The trains bringing the grain dealers from St. Louis, Des Moines, Chicago and the West were delayed. The Wednesday morning session was postponed. The following explanatory remarks were made from the stage at the Coliseum at 10:50 a. m.:

Vice-President T. P. Baxter, Taylorville, Ill.; Gentlemen of the Convention: Kindly give us your attention for one moment. Mr. Grimes will make an announcement.

H. S. Grimes, Portsmouth, O.: Gentlemen of the Convention. Owing to the lateness of trains which were due here in time to hold this meeting this morning, we have decided to postpone the meeting as an entirety until 2 p. m., the regular hour of the afternoon meeting, when the proceedings of the morning will begin.

## Wednesday Afternoon.

After the Spencer Band had rendered several selections, President Lockwood called the seventh annual meeting of the Grain Dealers National Association to order at 2:30 p. m.

The Reverend Geo. H. Simmons, of Peoria, delivered the invocation.

President Lockwood: Although some of us have been rather tardy in reaching the borders of this state, we assure you it was not intentional. We started on time, yet there are things over which men have no control. Some of us have met with obstacles and hence, instead of meeting in the bright morning sunshine, we are here in the afternoon glow. Nevertheless we hope we are just as welcome in this city now, as we were then. It is my privilege now to introduce to you Judge Worthington, who will welcome us to the state.

## Welcome to State.

Judge Worthington: Gentlemen, members of the Grain Dealers National Associations, in behalf of the Board of Trade of this city, representing on the present occasion, all trades, vocations, professions and classes of our citizens, I have the pleasure and honor to say, we are glad to see you here and tender to you collectively and individually a hearty welcome. Better late than never. Our State is a long state, reaching from Wisconsin on the north with its clear lakes, tonic atmosphere and beautiful cities and villages, down to Kentucky on the south, with its beautiful women, well bred horses and good whiskey. But as long as the state is and as broad as the state is, your welcome to-day will be as broad as the state and as long as its length. We are glad to see you here for several reasons. We are glad because it gives an opportunity to all of you that have met before to renew the acquaintance. Glad because it gives to us and to you also an opportunity to make acquaintances from other sections of our now happy, prosperous and united country. This state of Illinois enjoys some peculiar advantages. We are glad to see you here that you may see something of the associations here in this agricultural and geographical center of this splendid state, of which we are all so proud.

It possesses the advantages of climate, extending over many parallels of latitude, so that the farmer and agriculturalist may profitably raise crops and grains that are raised in any other section of the United States. Bordering on the extreme western border on the Mississippi River, it is in touch with the river commerce of the Great Central West, between Minnesota and the Gulf. Bordered by Lake Michigan on the Northwest it is in touch from Duluth to Buffalo with lake commerce, which is a surprise to the entire world. It has a cosmopolitan population. With the second largest city in the United States, our state ranks third in population with all the states of the Republic.

As you say in a little advertisement on the back of your program, this is the age of com-

binations and associations. You meet here particularly for your own improvement and advancement, in business, but your meeting does more than that. You occupy a peculiar relation to the large classes of producers of this country. We all know that agriculture, mining and manufactures are the principal sources of our great national prosperity. We know too that agriculture is the basic source of all this prosperity. We know too and appreciate, that in your business perhaps more than in almost any business, there is a peculiar old time-worn maxim that honesty is the best policy.

You are the middlemen between the farmer and the consumers of this country. They must have confidence in you. You say here that the farmer must have confidence in the regular grain dealers. This is true, and your Association, your intercourse with each other, your interchange of business methods will tend to give you a character that will convince the farmers of that fact. The farmer must know that the local grain dealer is honest. The regular grain dealers must know that the consignee in the great commercial centers is honest. In other words, the grain dealer's reputation for honesty must be like that of the banker. His reputation is his great stock in trade and when he loses that his ability to meet competition is gone.

We have a great many conventions and conferences here. Sometimes we have political conventions here that tell us how to vote in order to save the country. Sometimes we have religious synods and conferences that tell us what to believe and what to do in order to save our souls. Sometimes we have great temperance conferences that tell us what to eat and what to drink in order to save our bodies. Recently we had a banker's convention that told us how to save our money by depositing it with them without interest, so that they could lend it with interest.

Now we don't know exactly what you are going to tell us. We believe you will all learn something here from each other and we will learn something to our profit from you. Again, gentlemen, I wish to say we are glad to see you here. We are a kind of self appointed board of inspectors (not grain inspectors) exactly, but we have inspected you and we think you rank up Grade No. 1 Letter A. We think you have brought full weight and assure you we are glad it is a personal delivery and not delivery by warehouse receipts.

I hope, gentlemen, you will have all the pleasure and profit you have anticipated from your meeting here, and that sometime in the future we may have the pleasure of meeting you again. You are welcome to our state.

President Lockwood introduced Mr. Frank J. Quinn, of Peoria, who welcomed the dealers to the City of Peoria in the following words:

## Welcome to City.

*Mr. Chairman, and Members of Grain Dealers National Association:*

It is with no small degree of timidity, that I essay the duty of extending to you all, a royal welcome to our beautiful city. Under ordinary circumstances, I would feel my inability to greet you in a fitting manner, but under the extraordinary conditions here present, I am doubly embarrassed. To follow our eloquent townsman, Judge Worthington, gives room for great comparisons. The historian who writes of the present generation of Illinois, will make an inaccurate record, if he fails to give due credit to the great judge, thinker and orator, of whom all Peorians are so proud, and whose efforts in the forum, at the bar, and on the bench, have stamped him as one of the grandest men of the middle west.

He has welcomed you to this great State, and to some degree told you of her grandeur, her energy, and her resources; of her great men, her soldiers, her statesmen, and her giants in the busy marts of trade.

My duty is to formally and briefly extend to you a hearty welcome to this beautiful second city of our great State. This I do. I welcome you one and all. I ask you to accept our hospitality in its fullest measure, and to feel for the time being, as though you were

of us. We Peorians are possibly a little vain; we may be unduly proud of our city, but I trust that you will arrest judgment, until after you have seen more of Peoria and her citizens. While the second city of Illinois in population, we boast that our citizenship is of the highest order, and that it stands unsurpassed in honor, integrity, energy, industry, and all the virtues that go to make up a high class American City. No great scandal has ever tarnished the reputations of our public officials; and our private dealings one with the other, and with the world, mark us as worthy of confidence. We point, with pride, to a water system that furnishes both pure water, and a superior protection against fire; our fire department is the acme of efficiency and skill; our police department, while composed of brave and watchful men, has so little call for its services, that we are startled when we meet a policeman. Our streets, clean and well paved, afford beautiful drives, through long lines of happy, contented homes. We ask you to visit our public buildings—our Court House, City Hall, Library, and our magnificent School and College buildings. Drive over our well appointed boulevards, revel in the beauties of our more than gorgeous parks—visit Glen Oak Park—wander through its shaded dells, drink in its natural beauties; see its lakes and springs; its flowers and its forests, its green sward and its sloping hillside, and from some eminence see the grand old Illinois, as it steals along through the valley below, completing a picture that will never be effaced from your memories. Peoria boasts, with pardonable pride, of her sons and daughters, who by their words or deeds, have cast a lustre around her name.

Here the orator and thinker, Robert G. Ingersoll, grew to manhood and greatness; from here he went out to hold the attention and demand the judgment of the world. This was the home of Robert Burdett; here Emma Abbott and Jesse Bartlett Davis sang their sweetest earliest notes; here lives and move amongst us, busy as the busiest, interested in our material, as well as spiritual development, that noted writer, orator and churchman, Rev. John Lancaster Spalding. We boast of our business men and women, our factories, markets and resources; we glory in our past and we rejoice in the prospect the future has in store for us. We are pleased to have you meet here; we feel no small degree of satisfaction in knowing that you come from almost every State and City of importance in the union, and that you are members of an organization that has done so much for the amelioration of mankind—Noble band! Noble Cause! Never on this earth will your sacrifices be more fully appreciated.

By your untiring efforts, it has become possible for every farmer in the land to have a switch track on his farm, supplied with "empties" ready for loading, while nearby, waiting for orders, stand engine and crew, ready to speed the garnered grain to the hungry populace of our cities. By reason of your endeavors, every farmer now has a telephone, a daily paper, and an hourly tip by private wire from Chicago. You have driven despair from many an aching heart; you have forced energy into many a faltering arm, whenever grim visaged war, raised its head above the horizon; you have with great courage and foresight, advanced prices, making peace less expensive and more desirable. In times of peace, when our farming communities were apparently lulled into inactivity, and drawn from their regular pursuits and pastimes, and had begun indulging in Populist Conventions, Bohemian Oats, Gold Bricks, and the like,—you have aroused them from their follies, given stimulus to, and a motive for, their energies, by buying and selling more grain in Chicago, in one day, than the farmers of the Northwest could produce in a season. Noble, self-sacrificing men! You are entitled to, and will no doubt receive the praises and blessings of all posterity. May your organization ever grow and prosper. Under its care and guidance, we now have all local and interstate commerce. You regulate the rates of interest; you control the weather—heat and cold. Rain, dew and sunshine, become abundant or scarce, local or general, at your will. Let not the injunction of any Court, prevent you from so regulating the prices of grain, that every producer in the land may have a rubber-tired phae-



ton, as well as a dozen ivory rings on his harness.

I trust gentlemen, that your deliberations will be pleasant, and productive of great good.

Right here let me admonish you, to have a kindly thought for a very unhappy, but not altogether unselfish class of our citizens—Fast Freight Agents. True, their only visible duties, are the buying of soft drinks and black cigars, for the under studies in our grain offices; but remember gentlemen, they also have souls to save. Be assured my friends, that the citizens of Peoria are to be your hosts for the next few days, and it is their desire, that you feel at home; they will do everything on their part, to make this visit to our City, one of pleasure for you all. We want you to know us; we want you to visit our merchants and manufacturers; our stores, and our factories. When you return home, we trust you will be able to say that you saw plows, harrows, planters, harvesters, weighers, engines, twine, tools, wagons, buggies, stoves, woodenware, glucose, cellulose, crackers, Holland Gin, Hennessy Brandy and Canadian Club, made in Peoria, shipped to all parts of the world. That you saw a beautiful and thriving city, and an industrious, energetic citizenship, and resolve, that if the chance ever presents itself, you will return to Peoria, even though it only be for a short visit.

James C. Gorman, of Baltimore, Md., responded for the East as follows:

### Response for the East.

It is indeed a very great privilege and pleasure to be thus welcomed to the great State of Illinois and to the second city of that State. It is a matter of historical record that Peoria is a beautiful and flourishing city. Away back in the early years of this country a trading station was established where this city now is, and it became quite an important point. Equally so has Peoria, according to the statistics from your Board of Trade, grown to be as a distributing center for the coarse grains such as corn and oats. I understand that the record is that Peoria stands second only to Chicago and St. Louis in the distribution of these cereals.

The social features of this Convention are unquestionably being attended to by each and every delegate. My experience is with them, that each one is trying with the other to see that the other man has a glorious and a good time, and I do believe, gentlemen, that when this Convention shall have closed, and we are returning to our homes, we shall all remember most kindly the reception we have had at Peoria and in this State. Now, Mr. Chairman, as I am not a gifted extemporaneous speaker, I have committed to manuscript the thoughts I have expected to express.

Although requested to respond for the East, it is not understood, nor do I believe it is intended, that comment should be solely concerning that section, but upon general lines of topic and thought best calculated to serve the interests of the entire trade.

Sections of country in such an Organization as this should only exist for the purpose of representation as generally speaking. The acts of this convention, if wise in the East, should be judicious in the South, prudent in the West and equitable in the North.

There should be such a communion of interests as will elevate the trade beyond the reach of the unscrupulous. There should be such fellowship that any act bearing the slightest suspicion of irregularity receives at once the severest condemnation, thus letting it be known that transactions that will not stand the scrutiny of this official body, are not in accord with the just principals of trade and that detection signifies extinction.

Those who were primarily interested in the formation of the National Grain Dealers Association have reason to be congratulated.

From what I can learn during the first years of the existence of this body, discouragements had to be faced and perhaps there were times when hope was all but lost. The belief in the necessity for and the persistent determination to educate those engaged in the grain industry to a realization of the merits of such an Association, has yielded this marvelous success, and to-day we find it a healthy and vigorous Convention.

Your strength lies in the tenets of your profession and in the wise provision of affiliated membership.

In the preamble of your Constitution we read: "The object of which shall be the advancement and protection of the common interests of those regularly engaged in the grain business, the formulating of rules for the transaction of business and the promotion of friendly relations among legitimate grain men of the Country."

You are banded together for the advancement and protection of common interests, there

must be no irregularity and everything must be legitimate.

Founded upon principles of right and justice, determination therefore, is the only necessary adjunct to produce that measure of success which all correct effort deserves.

Affiliated membership is a far sighted feature of your Constitution. How otherwise could you draw into the arena of common interests the various customs of the different state bodies, formulating them into an harmonious whole, except by such an arrangement of membership, thereby centering the interests of all the constituent parts of this National Association.

Individuals or firms can create practices which are by common consent recognized as customs, but it requires the guiding hand of organization to mould into fixed principles of trade the practices of individuals.

The task, therefore, of this National Association of formulating rules and adopting principles of trade for the government of its members becomes a most trying proposition, and one that can only be successfully accomplished through the medium of representation from state bodies on lines which are the outgrowth of carefully considered principles and practices of such state organizations, remodeled to divest them of local application, care being exercised to avoid conflict with special local conditions.

While the questions of Arbitration, Trade Rules, Weighing, etc., engage your attention, let me remind you of another and most important topic which could with profit and advantage be kept in view, viz.: "Transportation." Without denying that there has been and are still cases where sections and individuals have reason to complain, yet it is nevertheless not unusual to detect a spirit of antagonism towards transportation interests, not always justifiable.

Too frequently improper and unwise methods are made use of in an attempt to secure some special privilege or favor. Self protection asserts itself in a desire to obtain that which we surmise our neighbor possesses, but the proof of such possession is lacking. The correction of evils of this character is not to possess them but to prevent them. Experience shows the submission of a reasonable proposition, upheld by facts and figures is quite likely to secure recognition.

Cold facts, industriously applied, are earnestly recommended in lieu of other more frigid remedies. There must be no counter irritants applied, soothing lotions cause less irritation and smooth the way for an adjustment of all difficulties upon proper lines.

Transportation interests are so interwoven with the business life of this Country that the rehabilitation of the one means new life to the other.

As marvelous as are the facilities of transportation at the present time, the end is not yet. Constant improvements in every department are being pushed with a vigor that knows no termination. This applies not only to rail, but water lines as well. The improvement in the road-bed, heavier rails, stronger bridges, 80,000 pounds capacity cars, increased motive power, all emphasize in the most positive manner more extended markets for the farmer and a much larger business for the dealer. The great reduction in the last decade in the cost of carriage of grain and other products from the far West to the Atlantic seaboard and Gulf ports fully attest this.

America leads the world in railroad transportation, the cost per ton per mile being less than in any other Country. Europeans give more attention to interior water routes, but we excel them on the rail.

American railroad methods are being adopted by our English friends. At the meetings of the directors of two of the great railway lines of Scotland, there was a very keen discussion of the adoption of American methods. Larger cars have already been introduced and although they find some difficulty in the application of American features on account of their terminals, sidings, tunnels, etc., yet the directors realize lower rates of transportation must be brought about and that this desideratum can best be secured by following our lead.

These features of improvement in connection with the amazing development of ocean transportation opens up the markets of the world to the American merchant, creating higher values for the products of the farm, the mill and the factory and enlarging the field of occupation for the tiller of the land, the mechanic as well as the laborer, in fact, offering a means of subsistence to many willing hands.

Whatever tends to lessen the cost of production or delivery, enhances the value of the producer.

The great increase in the capacity and propelling power of the lake and ocean freight carriers has greatly decreased the cost of transportation. The 5,000 ton ocean steamship of seven years ago has been replaced by the 10,000 tonner of to-day. Indeed, there are not a few

of 14,000 tons capacity, while the limit is about 18,000 tons, though the latest addition may carry 19,000 tons.

Twenty years ago the usual rate of freight from the Atlantic seaboard to a direct port in the United Kingdom, per quarter of 480 pounds of grain, was 9 shillings, or reduced to United States currency, say—45c per 100 pounds. To-day the average rate will not exceed two-thirds to two-sixths per quarters, or say—10½ to 12c per 100 pounds.

The immensity of the ocean carrier has created another want; deeper channels were found necessary, as former ones were entirely inadequate to permit the leviathans to reach port.

Without water ways sufficient depth to accommodate the increased draft of the new merchant marine, all the improved interior facilities of transportation insofar as they relate to foreign markets would be next to useless.

The governmental appropriations for river and harbor improvement have been and are the means to the end of immense annual savings to the producers of this country, agricultural or manufactured.

Such appropriations have at time met with some opposition on the ground that each locality should stand the cost of improving its water ways because, as was erroneously argued, the benefits of such expenditures accrued to such places.

The possible gains to an exporting port of cargo passing through such port to another, perhaps foreign ports, is incomparable to the savings in the values of commodities exported and the higher values resulting to the home markets.

The advantages and benefits of river and harbor improvements, when judiciously applied, are national, not sectional, and hence should properly be borne by the general government. Can anyone doubt that the millions expended by Congress on the petties at New Orleans, opening up as it has those great arteries of commerce, the Mississippi River and its affluents, has enhanced the value of farm crops? Likewise the costs of deepening the channels from the ocean to Boston, New York, Philadelphia and Baltimore have all been returned many fold to the producer and consumer.

Take for example the enormous commerce of the Great Lakes and its increase during the past few years. The latest report from the seven months of this year 25,718,000 net tons. What can be the effect on the country adjacent thereto? Has it not caused the most remarkable development the world has witnessed?

Remove the means of communication, isolate such section by dwarfing facilities of transportation and you would have all the evidence of serious decline and decay quite as remarkable as was the growth and development.

Cheap transportation is the most potent factor to control the commerce of the world and in the development of any Country.

In conclusion, permit me to remark in support of any and every question properly affecting the interests of the trade in maintaining the dignity and honor of this National Association in defense of every principle of fairness, justice and right, look well to the East.

C. D. Jones, of Memphis, responded for the Southeast as follows:

### Response for Southeast.

Through the kindness of our Secretary I have the honor as well as the pleasure, to respond to the call for the Southeast.

First of all I wish to thank our friends of Peoria for their welcome and the countless courtesies extended us as a part of the National Grain Dealers Association, assembled here in annual convention.

We of our section think we know the full meaning and significance of the word hospitality, and, when I view the cordiality extended here on every side, and note the arrangements for our comfort and pleasure, I may best be able to convey to you our appreciation by saying it makes me feel as though I were at home. But your kindness and your welcome deserve more than that, so let me add, thank you, thank you one and all.

To be the recipient of such great pleasure as we are receiving and have in store here, particularly when it is offered so willingly, fills our hearts with a great feeling of friendship, binds us to you with a closer tie, and, on the basis that "it is more blessed to give than to receive," I hope this sentiment is fully reciprocated.

One of the best results from our annual conventions is the opportunity afforded members of the Association to meet each other and form personal acquaintances and lasting friendships.

In times of great distress or where a calamity has befallen a community or a nation and a mass meeting of citizens has been called to discuss ways and means to benefit the public, there would be in the minds of an audience like this, one thought, one idea in common, one sentiment above all others, and that would be something for their mutual good, something for





Some of the Dealers Who Attended the Annual Meeting of the Grain Dealers National Association in Peoria, Oct. 1, 2 and 3, 1902.



the protection of their community or the upholding of their nation.

So in this hall today, I hope there is one sentiment. We are gathered here from Maine to California and from the Great Lakes to our Gulf below, and in that radius we live different lives, conditions are different, our temperaments are different, but there are two points on which we all here agree; we are Americans, and our daily vocations are kindred, pertaining to the same line of business.

In the first we are secure, and in the second it rests with us to make needed improvements. It is on this point that I hope we are of one accord today.

I am a Southern boy, reared in the South, live in the South, realizing fully some of the needs of the South, and my talk today will be somewhat on the line of work for this Association in the South.

I believe that the National Grain Dealers Association has done and is doing more good for

a few leading cities and for that reason, the shipping of grain to a large part of that section is unsatisfactory and unprofitable.

Now let us be honest and see why. There are men here in this hall today, who, if approached on the subject of Southeastern business would hold up their hands and say "Excuse me, but I don't care to ship anything south of the Ohio River!" Well why? Because, he would say, I once shipped so and so at such and such a point five cars of Oats and when they got there he refused them.

Well, you ask again, why? Because he said they were not what he wanted and not what he bought. That man sells his five cars as best he can to some one else, possibly at a loss, and is thoroughly disgusted.

Now then, give the consignee an inning. Ask him about buying from such and such a market and he holds up his hands in horror and says "Excuse me, I'd go without grain before I would buy it from that place."



President Theo. P. Baxter, Taylorville, Ill.

the grain interests of the United States than any other trade association ever organized; I believe too, that its greatest field for effort and improvement today lies in my own Southern country, and I sincerely hope that some effort will be extended in that direction.

Now I'll show you why; the North, the East, the West, the Southwest, in fact all the grain producing sections are organized, are working under a system, are governed by prescribed rules, made and upheld by local and affiliated associations.

A shipper knows what to expect in the way of weights and grades on the different markets and what rules will govern the acts of his consignee. The receiver also knows his prescribed rights as well as those of the shipper, and so business is transacted without friction, and without friction, business becomes a pleasure.

Rules and regulations are made, not only for the members of the large exchanges, but every dealer at even the smallest points, knows that he will enjoy and reap full benefit afforded by the protection of these rules.

'Tis not so in the South, with the exception of

"Well, why?" "Because I once bought five cars of Oats from so and so from there and he shipped me the very poorest I ever saw." Now there we are, both sides. What was the trouble? Simply a lack of understanding.

I am not here to say who is right and who wrong. In some instances shippers do doubt have been wronged at the hands of Southern consignees, and yet I have heard of instances where shipments were forwarded South on the pretext that "any old thing will go down there."

A few years ago the Southern Grain Dealers Association was formed, but that was unsuccessful, I think because it did not have the proper support and lack of some one to look exclusively after the Association's affairs.

If this Association can get a strong footing in the South, and Southern buyers can arbitrate differences with Northern shippers, before fair-minded committees, there will ascend towards Heaven, hallelulias today unheard, for the peace of many a shipper would go undisturbed, while the buyer would pursue the even tenor of his way, rejoicing that he can get what he buys or its equivalent.

To bring about such a change will require the patient labor of some one whose special work it is, and who is given the moral support of every fair-minded buyer and seller in the country.

The great trouble is lack of confidence, which must be built up between the buyer and seller, and back of confidence must be protection, for we may have confidence but it can be betrayed, and then we would lose on account of our confidence.

Now I will suggest a line as food for thought and head the subject, "Needed Reformation."

That there are existing evils no one will question, and that they should be corrected, no one will deny. The truth is evident when we note the benefits that would be derived by both parties to a contract.

At present they are both working under disadvantages as a result of existing methods. For instance, we will all agree that legitimate competition is the very life of trade. Destroy that competition and the injury to some one is sure. Now if you are not having free competition for every order, two people are not getting their full rights.

If you have grain to sell, and, because of existing methods and customs, are afraid to quote any territory, you are damaged by possibly having to sell cheaper than you otherwise might have done, and the buyer is damaged by possibly having had to pay more than he otherwise might have had to do.

Now it is a fact that the South and the Southeast are the best domestic fields in the United States for our grain products, for these sections never raise but a small proportion of their requirements. And we are using more and more, year by year, for our country is growing in population, and its general development is by leaps and bounds.

The eyes of the shrewd man of affairs are pointed Southward, and so we in reason can entertain great expectations for our section. With increased development and population, must of necessity come increased demand for grain.

Now let us anticipate the future and prepare for what we have to expect in our particular line of business. Let's get the buyers of the Southeast in harmony with the sellers of the producing sections. It is a question of no mean importance, for the business involved is even now greater than many of you suppose.

The great fights between the Eastern carriers and our Southern roads for export grain tonnage, have been matters of annual occurrence for a number of years, and as a result, the old established Eastern ports must bow in submission to the rapid inroads made in their clearances by their young competitors like Galveston, New Orleans, and a few others.

This question interests every grain dealer in a territory tributary to both the East and the South.

But it is the domestic movement we want to see conducted on a different plan. Some may ask, "Would the dealers of the Southeast take an interest in any movement looking to changes?" I'll say that I believe that every responsible dealer would, for he certainly needs some help.

For instance I'll just mention briefly a point or two with which they must contend. All of you appreciate the odium invited by scoop shovelers, well, their counterpart can be found in our Southern country in the guise of dealers who are irresponsible and financially unreliable, who are able to do business because they can buy grain under present methods and never pay for it until the car arrives at destination, and not then if it shows him a loss. And I'll venture to say there are men here who know what it means to be "laid down on."

You make war on the scoopers, why should not a reliable dealer in the Southeast want a relief from a like burden? Take a man with his money invested in a plant with fixed expenses for the maintenance of his business, should he not have protection from the unfair competition of an irresponsible dealer? It could easily be remedied if every dealer shipping to that territory would insist on their drafts being paid on demand.

The man without money to do business on, could not then buy grain to sell for \$3.00 per car profit and thereby cut the legitimate profits of the more substantial merchants. That would be one of the greatest reliefs to a shipper to the Southeast, for think how long a man in Texas must wait for his drafts to be paid when drawn on a dealer on the Atlantic coast!

There is certainly work to be done, for there are evils at both ends of the line, and in order to obtain good results the work must be undertaken by a strong organization, one which will command respect at once, for its fairness and wisdom.

The harvest is ripe, the laborers are few. A little movement in the right direction should meet with ready response. I do not feel able to answer for my country at large, but I can promise that any movement for the uplifting or improving the Southeastern business will meet with a ready ally in the Hub of the South; that great Heart of the most Fertile region of Uncle Sam's domain; the Queen of the Great Mississippi Valley—Memphis!

The band played Dixie.



Mr. E. S. Woodworth, Minneapolis, made the following response in behalf of the Northwest:

### Response for Northwest.

Mr. President, and Gentlemen of the Convention: We have in Minneapolis a very fine man, Active Secretary of our Chamber of Commerce, Mr. G. D. Rogers, who was expected to be here to-day to respond for the Northwest. At the last moment he found that it was impossible for him to come. I had intended to come all the time because I wanted to see Peoria and meet the many men whom I have met, and those I shall be privileged to meet, and at the last moment I was notified that I would be asked to respond in Colonel Rogers' place. I am not a public speaker. I am only a member of our Chamber of Commerce, in love with it, and I like to meet the many grain men and become acquainted. I went to Colonel Rogers and said, "You have a speech prepared. You loan it to me and I will read it for you or for myself." He said no, he would not allow me to have it. Coming on the train last night I tried to prepare some remarks, but our delegation will explain why it was impossible for me to do so, so I can only thank you most heartily in behalf of our Chamber of Commerce and the grain dealers of the Northwest for the hearty welcome that is accorded to us, and say we are glad to be with you.

We have, of course, a glorious Northwest. You all know about St. Paul and Minneapolis; about our wonderful wheat fields, our wonderful graneries, our elevators, terminals, etc., and if you have not seen them and do not know about them, you certainly have a pleasure in store. I can only say we are glad to be with you, and we wish to ask you to come with us next year. We will do the best we can to entertain you. We will show you something you have never seen, perhaps, that is St. Paul, and incidentally we will show you Minneapolis.

Mr. G. J. Gibbs, President of the Texas Association, Clifton, Texas, responded to the addresses of welcome for the Southwest as follows:

### Response for Southwest.

Gentlemen of Peoria, Grain Dealers from the East, and North, and Northwest: In behalf of the Southwest, it is my pleasure to-day, gentlemen of the City of Peoria, to accept the hospitality and courtesies of the city as broadly, sir, as they have been tendered by your distinguished citizens. While there are but few of us present to-day, from what may be termed the Southwest, we hope for more of the brethren later, and if we are not here in such rousing numbers, please regard the spirit for the will and remember we have a vast territory. When the Judge was speaking of the vastness of Illinois, it made me think of Texas, my State. I was two and one-half days coming from my home in Texas to Peoria, traveling all the time, and one day of that time was spent in coming from the center to the north of the State. It is nearly one thousand miles from the City of Texarkansas on the East to El Paso on the West.

In behalf of the Grain Dealers Association of Texas, of the dealers of the Hawkeye State, of the Sunflower State and of the dealers from the young Oklahoma and Indian Territories, we accept your proffered courtesies with every degree of thanks we can express. We would not forget that when we stand in your beautiful city we are almost on sacred soil to every patriotic American. We are in the home of the rail splitter, honest old Abe Lincoln. We would not forget the rugged Grant who made his home within the confines of your State, and Mr. Chairman, while it is my privilege two or three times a year to listen to the glowing tributes paid the heroes of a defeated Confederacy, I say to the people of Illinois to-day, I have yet to hear for the first time from one of those wearers of the gray, a word against that hero of the North—U. S. Grant.

Mr. President, Texas sometimes gets scared. In 1896 she became scared to death about the gold bug; in 1900 she took another scare, but in 1901, gentlemen, a bug came along that did more damage. I allude to the green bug which swept the beautiful fields of corn, every vestige of wheat and grain that was planted, and left that section to buy from your land. In 1896 when the drouthy period came, from Texas, Indian Territory and Oklahoma, we turned to Kansas and to Iowa, and bought from their liberal garners. In 1901 when drought swept over Texas again, we turned first to Kansas, and she said, "Go farther." We turned to Illinois, and your neighboring state of Iowa, and out of their fields they have spared to us. This seano again the Lone Star State must come to you for her corn supply. Every pound of corn used in Texas, with a very slight exception, must be imported from your territory.

I am glad, Mr. President, that I am here to-day. Sometimes we are troubled about prohibition and anti-prohibition. I shall go back and tell the people of my state to be not afraid; that I have stood in the City of Peoria, and tell them to go ahead and take all then can; there is more to follow.

I thought when I started to this meeting that I had in my pocket a paper which was read before our Texas Association by Mr. Wilson, of the Department of Agriculture of the United States, but I seem to have misplaced it. I will try to get it and send it to the Board of Trade of the City of Peoria, so that they may see what we do. To-day we raise one-fourth of all the cotton raised in the United States, and though it is drouthy in Texas, we expect to have two and three-quarter millions bales of cotton, with which we are going to pay for your corn and pay

grown too hoarse to be understood, and we have asked Mr. Smiley to read for him.

Mr. Smiley read the following communications:

WASHINGTON, D. C., Sept. 29, 1902.

GEORGE A. STIBBENS.

77½ Traders Bldg., Chicago, Ill.

Although I have been very unwell for some days I was until today fully expecting to start for Peoria to-night and have made all my arrangements for doing so. My physician, however, imperatively forbids my going and insists on a complete and immediate cessation from all work. I have been looking forward with especial pleasure to meeting the Grain Dealers Association and discussing with its members certain suggested changes in our methods of crop reporting, and it is an intense disappointment



Secretary-Treasurer Geo. A. Stibbens, Chicago, Ill.

the freight from your fields to our consumers. We have in Texas at this time less than 35 per cent of the area under cultivation. Think what may be expected in the future. Look at the vast amounts of rice we are raising; look at the magnificent oil fields we have. Train loads of oil are passing from those fields. They are driving the wheels of the mills and factories in Texas.

I stand before you, my friends, not a Texan by birth, but by adoption. I weigh over 200 pounds, and when I first embarked in the business fifteen or sixteen years ago, in Texas, I weighed 140 pounds. That is what the grain business has done for me in Texas. I said I was a Texan by adoption. I was born upon the sunny slopes of the Pacific portion of our land, but I did the next best thing. I married the daughter of a son of Illinois.

Gentlemen, in behalf of Texas, in behalf of Oklahoma, Indian Territory and Kansas, we extend our thanks for your cordial welcome, and tell you truthfully, if we don't take more than you have offered us, it will be the first time I have known the people to fail in their duty.

First Vice-President T. P. Baxter, Taylorville, Ill.: We will now listen to the reading of some communications from Mr. Smiley in behalf of our Secretary, who has

to me that I am unable to come. I will send each member of the Association a printed copy of my intended address and hope to have an opportunity of personally addressing them either on the same or some other subject of live interest at a future meeting.

JOHN HYDE, Statistician.

WINNIPEG, MAN., Sept. 24th, 1902.

GEORGE A. STIBBENS, Esq.,

Secy. National Grain Dealers Assn., 77½ Traders Building, Chicago, Ill.

Dear Sir:—I regret exceedingly to have to inform you that it will be impossible for me to attend your Convention, as I understand it, at Peoria, Ill., on 1st, 2nd and 3rd of October next. I fully intended and expected to have been able to be with you at that date, but matters of importance have developed here making it utterly impossible for me to leave for the length of time required to attend your Convention.

I feel it is an opportunity that I should not miss and am extremely sorry that circumstances will not permit me to be there, but if at some future time you were holding a Convention during the summer of 1903, when our business here is pretty well over for the season I would be pleased to attend and do anything that I could to make your meeting or Convention a success.

FRANK O. FOWLER, Secy.



Mr. Baxter: When I announce what we will have next I know we will be sure of order, because I know we will be well entertained, and I believe too that it will only be announced when the gentlemen standing will come forward and be seated and listen to the address of our President, B. A. Lockwood, of Des Moines, Iowa.

### President's Address.

Gentlemen and members of the Convention,  
Mr. Chairman:

This is the Sixth Annual Convention of the Grain Dealers National Association. To have gone South to the sunny climes where grows the cotton and the cane, and the fragrance of the jessamine and magnolia in ethereal softness fills the air and delights the soul of man, was our intention. That we could not go, caused some disappointment and regret yet the change seemed necessary in the judgment of your directors. May the time soon come when we may accept the hospitality of the genial people of Memphis, the beautiful city of the South. That we are thankful for the cordial and unselfish manner in which we have been urged to come to Peoria and make ourselves at home, is a mild way of expressing our feelings, and for this courtesy praise for Peoria, the typical northern city that she is, shall ever be heralded by the members of the National Association and her guests.

We meet under most favorable conditions. Each year having recorded advancement and this one to a very marked degree, for which we can be justly proud, and should congratulate ourselves.

Our motives and intentions being good, the territory represented so large, the interest so vast, that combined in harmony, and the resulting power directed in correct lines has made our influence effective in securing many needed reforms and improvements, yet we have not accomplished all hoped for.

There is life in our Association to the extent only that we are planning for the future and co-operating with enthusiasm for the execution of these plans. In justification for saying that the coming years work, should surpass what has been accomplished in the past twelve months, I would remind you that this year has been largely experimental in that it was apparent from the outset, there was sufficient work to occupy the entire time of a Secretary—but it was not clear that there would be available the necessary means to pay him a salary commensurate with the position and importance of the work, hence the Secretary entered upon the year's work very much hampered. He knew full well the necessity for economy. He had the double task of doing the work for which the Association was primarily organized, and at the same time through energetic and persistent action, increasing the membership and thereby enlarging the income to a safe point where receipts would be equal to or greater than disbursements. We can readily see how much easier and how much more work can be done when his income is assured. For example—I would refer you to some State organizations whose secretaries have only to first sign receipts for dues and then a check for salary, all because their membership dues are paid willingly and promptly, leaving the rest of his time to be disposed of in lining up some erratic member, or other more pleasing work.

It goes without saying a man with a well filled pocket and belly has the call on the other fellow. I am not only glad but proud to say the conditions of our treasury and income for the coming year place us now beyond the experimental stage and I am sure the next year's records will show most satisfactory results.

I wish to refer in a general way to the object of our organization. The Preamble of our Constitution is simple and to the point. We are a body of grain men in a legitimate business. This is a broad and safe basis. We are to formulate rules and make laws as our judgment dictates is necessary to attain the best results for the trade. This means buyer and seller will be treated fairly and alike and consequently benefits will inure to consumer and producer as well.

The principle holds, the general grain trade cannot be benefitted without the producer and the consumer sharing in its benefits. That the grain business has improved and benefits have been attained to a very marked degree of satisfaction, is evidenced by your presence here and the cheerful and willing support given the work. It is therefore apparent the aim of our Association is true and that it is established on a broad and safe foundation.

The National work is along broad and general lines. Where any State Association finds work necessary to further their best interest, but which goes beyond their territory, and thus affects other associations, then it belongs to the National and justly so. That the National can work along these lines most effectively, there can be little doubt now from the records of the past years. With the large membership and wide influence of all affiliated associations sustaining us in the work, we command respect, and I am sure recognition in any market, or on any Board

of Trade or Exchange. Thus far we have not been refused, but always treated courteously, and indeed in some ways we have been instrumental in lending aid to those bodies which we feel free to say has been very gratefully received and acknowledged by them and we are destined to be a more potential factor in all their dealings with the public than we have been. That they will recognize our influence and power, there is no doubt.

It is indeed a pleasure and an occasion for us to be thankful for, that we can welcome to our membership the State Associations of Indiana, and of Southern Minnesota and South Dakota as affiliated associations, besides an increased membership of 100 per cent. in our regular membership lists, and with these additions to



First Vice President H. S. Grimes, Portsmouth, Ohio.

our membership, is added a cost satisfactory showing financially, of which I am sure we can feel proud and assured that the coming year's work will, in no way, be hampered for want of funds, as we certainly were this year.

I would like to emphasize to the members of State Associations that they are members in fact of the National, as much as they are of the State Associations, by reason of affiliation, and it is desirable that this be fully understood and appreciated, your vote counts one, the same as a regular member counts one.

Our Secretary's report will give a full and detailed account of the past year's work, and I trust will receive your critical attention, but I ask for him that you mingle with your criticism a goodly amount of just consideration and I feel sure after hearing what has been done and knowing what he has had to contend with, you will be satisfied with results of his work.

This has been a year of varied experiences in the grain business. Many new features have developed to even the oldest in the trade, but none of these innovations have in any way interfered with the progress in association work, but rather has proven the greater necessity for a strong organization. Corners and rumors of corners have been a constant theme from the beginning of the year until some almost consider them a necessity to the life of the trade, while others are disposed to think that injunctions are essential to the preservation of life to the trade. Neither of these positions are true, while both of them may have some features essential to an active market life. Our Association should use her influence and bring to bear her wisest counsels to the end that all rules on exchanges should be fair and equitable to buyer and seller, whether he be a member of the Exchange, a man of small capital, a millionaire, an exporter, or a country shipper. Our Association should be so strongly entrenched and well founded in its principles and work, as to have co-operative influence in the making of rules and regulations on exchanges in all of our markets.

We need to exert our influence to the making of laws, rules and regulations whereby we will always have broad markets fully equal to the ever increasing business which becomes vaster and more stupendous year by year. Two contracting parties make the markets—buyer and seller. Each must be protected, while neither one can be limited more than the other without narrowing the market. But both must be governed alike justly and when any exchange finds it cannot control the conditions, then our Association should lend its influence in a legitimate way to remedy the evil, and I believe we have now arrived at a point in our existence where we are equal to just such occasions. If the State laws are not such as to sustain the exchanges in our large central markets in making rules whereby their membership can be governed, contracts enforced, and the business of the country as transacted on their floors be as firm and fixed as those governing the money of our Nation, then we should see, to it that the laws be amended, to give full and safe protection to the business which handles the great products of our Nation.

The past year has developed in many direct-

tions, wrath and indignation, at the sliding scale methods of inspection as practiced in some of our markets, and it is evident there is just grounds to demand practical reform. The inspection department, whether a State or exchange institution, should be conducted strictly under civil service rules and free from all personal, political and "pull" influences. If entirely free from such influences, should there under the civil service reform system are also be any differences in the grading of grain when the price of grain is high, under normal or abnormal conditions? I say—certainly not. Is there a manifest difference under present methods when markets are under stress, most certainly there is and it should be the business of this Association to work for improvement and eradication of such methods. Fixed and specific grades should be established and maintained from year to year. The same standard should govern and be applied, regardless of price or crop conditions.

Weighing in our terminal and central markets is one of the most important features of our work and I trust you will notice carefully what our Secretary says on this subject. And while you will be pleased with his work, yet I think you should give an expression sustaining it as well.

Following close in importance to Weighing and Inspection, is the police protection given to cars while standing on side-tracks and in yards and also the mutilating of grain doors and breaking of car door seals by inspectors. A rule requiring Inspectors to seal car doors under their private seal is desirable and being urged by the Association. The Secretary's report showing work along these lines, I trust will prove most satisfactory, and in some respects will be surprising to you.

Arbitration as established, has proven most satisfactory, as results show but two cases having been appealed from the State Associations to the National during the year. One of these cases has been passed upon by the Committee. Their decision affirmed the State Committee's ruling. This certainly speaks well for this form and way of settling differences among our members and demonstrates the wisdom of its adoption.

The National Board of Trade has extended a request that we join them by affiliation. This seems a question of great importance and should receive careful and deliberate consideration, and be passed upon by this convention. There are many other important features and items of interest in the work that will come up at this time for your consideration, and I bespeak for them your careful attention. May the work of this convention be carefully considered and judiciously executed and thus may our coming together be profitable and fraught with good results, and withal pleasant and agreeable that the Association fellowship and fraternal feeling be cemented.

President Lockwood: Now gentlemen, we will have to digress a little. We find our Secretary has some trouble with his throat and will be unable to give you his report which will be in regular order next. In order that we may not encroach upon the work tomorrow and Friday, we hope to carry out as much for today as the regular laid down program would include. Therefore, we have arranged that instead of hearing the Secretary's report we will hear from Mr. S. W. Yantis, of Buffalo. If you will kindly give your attention we will hear this paper.

S. W. Yantis, of Buffalo, read the following paper:

### Inspection Department Operating Under State Laws Should Be Placed Under Civil Service Rules.

Mr. Chairman, and Gentlemen of the Grain Dealers National Association:

I frankly own to the belief that the National Grain Dealers Association ought to be operated under civil service rules, whatever the needs of of Inspection Departments under State law; I hardly think in that case it would have fallen to me to write this paper. Our worthy Secretary and his advisers may not have been subject to political pressure in their selection, but they have certainly shown a lamentable want of competitive trial, and it is quite within the bounds of possibility that they have allowed some other intended victim to be bought off. Truly a spectacle to awaken civil service effort!

Reports have long been rife concerning the influence of politics upon State Inspection Departments, and still more so, particularly of late, regarding variations in the contract grades of grain before, during and after corners in the option markets. It was but a few days ago that I saw in a Chicago market letter, written by a leading grain firm, a forecast of the future market in oats based on the prediction that



present easy grading of Standard Oats will not last, and since then other letters from Chicago grain houses of equal or greater prominence have emphasized the fact that there has been a change in the grading,—that it is much easier. Of course there are not lacking expressions from those of a more radical frame of mind, who not only claim that politics are mixed in with the inspection of grain under State law, but even go to the length of saying that the whole system is rotten to the core; that the office of the Chief Grain Inspector is considered one of the "plums" (I quote verbatim) at the disposal of the Governor of the State, and is invariably given to some man for reward for political services, without reference to his knowledge of grain; that every time there is a change of administration almost the entire staff of inspectors on track and in the elevators is discharged and a fresh lot put in, many of whom know little or nothing about grain, and that it has always happened that when any one has cornered the market for any article the inspection department and its employees take the side of those cornering the market and against the interests of the legitimate trade and the country shippers, by invariably raising the standard required, thus aiding in abetting the corner; that, later, after the purposes of the corner have been accomplished, the inspection is dropped and another lot of country shippers stuck who send grain in unsold.

Any state of affairs that would even remotely justify the bitterness of this attack is a plain indication of the necessity of at least a step in the direction of civil service, and I have no doubt that the maligned State Inspection Department, from the Chief down, would gladly join in any real, earnest effort to place the department under the operation of civil service rules. But in passing it may be remarked that it would really seem to be due the public to give grain the benefit of the doubt in close decisions on inspection, particularly in the atmosphere of corners.

The principles of civil service reform are too well known to require extended discussion. In New York State civil service reform has long passed the experimental stage, having been first applied under a State law in 1883, and is now being administered under what is known as "The White Law," adopted in 1899. This law governs the appointment and employment of all persons in the classified list in the employ of the State, and the counties and cities of the State, and provides for a non-partisan State Civil Service Commission appointed by the Governor, which Commission adopts general rules of procedure not inconsistent with the laws and the constitution; prescribes and holds appropriate competitive examinations to establish eligible lists for the various positions in the different State Departments, and when a vacancy occurs in any Department, and upon the request of the appointing officer, certifies for appointment the names of three persons standing highest upon the eligible list for such position, from among which the appointing officer must make a selection to fill the vacancy. The Commission must certify to all pay rolls to the effect that the compensation is lawful and the persons whose names appear thereon have been appointed or employed pursuant to law and the rules of the Commission adopted pursuant to law, and no warrant or check may be drawn by the fiscal officer in payment of the services of any appointee or employee without such certificate being attached to pay roll. This gives the Commission supervision of the rosters of the Departments and prevents unlawful appointment or employment.

The Civil Service Commission being a separate and disinterested body, concerned only in securing, by means of its examinations, competent persons, is much less likely to be influenced in making the test of a person's ability, and an absolutely fair and impartial standard is obtained.

In Buffalo the Civil Service reform system which has been in operation since 1883 is commended not alone by the public, but by the public officials. When in 1897 or '98 the civil service law seemed somewhat in jeopardy, letters were written by the heads of every bureau and department in the City protesting against any action by the legislature which would tend to abolish or weaken the law.

In the early days of civil service reform in New York State, when in its experimental stage, it met with some opposition, as all innovations do, but since its benefits have been demonstrated public sentiment is altogether in its favor, and it would mean defeat to any political party which would favor its abolition.

Any other system than that of civil service reform is permeated with favors conferred, which means debts to be paid.

The great political parties receive campaign contributions from corporations and interests representing great wealth. These contributions are not gratuitous; they expect and exact something in return; the party owes something to the corporations; officials owe their election or

appointment to the favor of the party to which they belong; the subordinates owe their appointments to their superiors or to the favor of influential members of their party. All are bound together by ties of favors given and debts incurred, and when the corporation wants something paid on account the word goes down the line to the subordinate and he does the thing demanded. He does it not because he is dishonest, but because he must do it or get out, and nine times out of ten he does it without reflection, because he is usually the product of a system which demands his unquestioned obedience. The business of the State naturally suffers by such a system. The man who secures his appointment through influence depends upon the same influence to keep him there. He has not gained his position by showing special aptitude for it, but by "pull," therefore he shows no particular gratitude to his employer and no undue interest in learning and performing well his task, for he knows that his tenure of office depends not upon the manner in which he fills the position, but upon his party keeping in power, so he spends more time in building party fences than in the work connected with his position. The administration of state or municipal business is notoriously extravagant when



Second Vice President H. H. Peters, Chicago.

the civil service reform system is not used, and the reverse is true when the system is in operation.

In a bureau of the Department of Public Works in the City of Buffalo for a time when the civil service reform system was not being observed more than thirty unnecessary men were employed at a cost of nearly \$30,000.00 per year; when the civil service reform system was enforced the positions were abolished and the salaries saved to the city.

In another Department a large number of inspectors were employed; under civil service fewer inspectors were required and the work better performed, because the men appointed from the eligible list did better work and more of it.

Investigation shows that affairs administered under the civil service reform system are almost uniformly better and more economically conducted.

The purpose of the system is to divorce politics from business; to obtain competent public servants, whose appointment and terms of service depend solely upon their own ability, honesty and faithfulness and not upon the pleasure or temporary supremacy of a political party; to make the employee independent of any pledge or indebtedness to a political party for his appointment which might warp his judgment or influence his conduct in connection with the performance of his duties; to improve the public service by retaining in office trained and experienced public servants irrespective of political changes in the government; to encourage ability and faithfulness by making promotions according to fitness and merit, and in securing a higher grade of public servants by encouraging ambitious and able men to seek the public service knowing that their appointment and retention in the service depends upon themselves and not upon political favor.

All will admit that these conditions are greatly to be desired, and in New York State they have been largely, if not wholly, accomplished. The State has been fortunate in having able, conscientious men upon its civil service commission, who have honestly and fearlessly administered its laws. The laws at first were crude and may not now be perfect, but the system has been developed and extended until now the general public, and public officials themselves admit great public good and benefit are derived from the system.

The great stampede and clamour for office upon a change of administration are eliminated, and the official and the employee are both able to give their time to the administration and business of the government without the distracting demands for political rewards.

Perhaps the greatest benefit derived from the system is the independence of the employee who receives his appointment through competitive examination. He takes his place unpledged and under no obligations to the appointing officer. He knows this, and his superior appreciates it, and the temptation to bring pressure to bear upon the subordinate to do something he should not do becomes remote, for there is greater danger to the tempter than the tempted when the latter is honest and independent.

Why should not a system that has been tried and proven to be a benefit applied to the State Inspection of grain? It has raised the plane of other departments, why not this? I am convinced that the present morale of the State Grain Inspection Department, and the present operation of the same, furnish the best results possible under the circumstances, and that promotions in the department are based on real desire to furnish the best service and real effort to serve the public,—but it is not civil service reform. In my judgment the force having in charge the inspection of grain is peculiarly one which should be as far removed as possible from influence. It should be surrounded by all attainable safeguards and protected to the last degree against any improper uses, since if it is susceptible to corrupt influences, or an inspector is complaisant in the discharge of his duties, the most widespread harm to the public results. Let the assistant inspectors and helpers and all subordinate employees be appointed according to merit, as disclosed by competitive examination, conducted by a disinterested commission.

The ideal plan is to place the inspection of grain in every State under civil service rules through a federal commission, thus securing absolutely uniform grading for the entire country. TO RECAPITULATE:

1. The present system at its best leaves much to be desired.
2. The department is controlled more or less by politics or selfish interests opposed to the public welfare.
3. The employee owes his position directly to the department employing him, or the commission back of that department.
4. He is under obligations to his employer, as always outside of civil service operation.
5. Self-interest influences him to do the thing his employer wishes; he is not a free agent.
6. Civil Service Reform is good.
7. Through it competent employees are obtained.
8. Such employees, securing their employment on their own merits, are independent.
9. Being independent they are not so susceptible to an influence to do wrong, as they would be if they owed their positions to their superiors in office.

Finally the conclusion is irresistible, that civil service reform method is most desirable, and being so should be applied to the State inspection of grain.

It is to be hoped that the Association will take steps promptly to inaugurate agitation looking to the extension to the State Grain Inspection Department of this system.

In conclusion I must acknowledge my indebtedness to Mr. William B. Dickinson, of Buffalo, ex-Secretary of the Buffalo Division of the New York Civil Service Commission, for material assistance in the preparation of this paper.

At the conclusion of Mr. Yantis' paper, Mr. H. S. Grimes, Portsmouth, O., said:

Mr. President, it strikes me the articles just read should not be overlooked. Some action should be taken in order to bring it before the Convention in such a way that it can be discussed, and it is worthy to be taken up and properly handled. Therefore, I move, Mr. President, that a committee consisting of Mr. Yantis as Chairman, be appointed by the chair to bring in such resolutions as may act upon the suggestions he has given us. Seconded and carried.

Mr. J. A. King, Nevada, Iowa, made the



following motion: I move that all resolutions offered, before being acted upon by this Convention, be referred to the proper committee. Seconded and carried.

President Lockwood announced a meeting of the Division of the Illinois Association formed at Springfield, Sept. 23rd, including all dealers on the I. C., Wabash, C. & A., C. P. & St. L. and I. D. & W. Rys., at 7 p. m., at the Fey Hotel Parlors.

The President announced a meeting of the Indiana Grain Dealers Association in

Committee Room No. 5, at 9 a. m., sharp, Thursday, Oct. 2nd, 1902, also a meeting of the Chief Grain Inspectors Association at 8 p. m., Oct. 1, at the National Hotel.

The President also read an announcement that the Peoria Corn Carnival Co. tendered a cordial invitation to the Grain Dealers National Association to visit the Corn Palace last evening.

After listening to a cornet solo, the meeting adjourned to 10 a. m., Thursday.

## THURSDAY MORNING'S SESSION.

After the band had rendered several sections, President Lockwood called the meeting to order at 10:30 o'clock.

The dealers were a little slow in arriving at the Coliseum, and some trouble was experienced in inducing them to take their seats, so that the meeting did not come to order promptly.

President Lockwood introduced C. A. McCotter, of the Grain Dealers National Mutual Fire Insurance Company, in the following words: Mr. C. A. McCotter, of Indianapolis, who is on the program to have come on latter desires, in view of the fact that he will have to leave the city presently, to address you now. Therefore, with your permission he will now talk to you upon the subject of Mutual Insurance.

Mr. McCotter spoke as follows:

### Mutual Fire Insurance.

The present is one of those periodical times in the fire insurance business in which history repeats itself. We have just been through a period of demoralization which led to much injustice in fire insurance rates between individuals and localities. To-day we are confronted with the opposite extreme of high rates, rigid requirements and no heed to conditions. As long as stock companies follow present methods and do not know the cost value of any class of hazards, these extreme fluctuations in insurance rates will continue and the public pay the fiddler, except for those who prefer to dance to their own music.

Over fifty years ago the insurance companies were asked to give credit upon improved conditions of cotton mills. They replied that a cotton mill was a cotton mill and the rate 2½ per cent. The New England manufacturers then organized mutual companies to carry their own insurance, and under a system nearly perfect are giving their members an insurance cost of only a fraction of one per cent, with which rate the stock companies are now offering competition.

Twenty-five years ago, without any attempt to select or improve the flouring mills of the country, the insurance companies found their remedy in raising rates. The millers then insured themselves in their own companies at a cost averaging nearly one-half, and the stock companies are taking what is left at a reduction of ten to twenty per cent from the old price.

Ten years ago the Northwestern detached retail lumber yard was rated from 1½ to 2 per cent, a rate loaded with the bad experience on large saw mill yards. The Retail Lumber Dealers Association then formed their own mutual company which has been an unqualified success. From last information one per cent was a high rate in that territory for retail yards. Judged by these examples, the present seems an opportune time for the Grain Dealers to follow these precedents.

It is noticeable that the prominent and permanent mutual insurance companies have had the approval and co-operation of associations. This is probably because the members know what they want and have the courage of their convictions. While no company can afford to insure all or only Association members, it is a fair statement to say that, other things being equal, the Association policy holder will average the better risk. The men who have a broad view of their business as against the narrow limits of their own property, and recognize the trend of the times towards co-operation, will average more successful. Such men have received the benefits which come through Association and can see that their fire insurance can be better handled by uniting their interests.

It is not necessary at this time to make

an elaborate explanation of mutual insurance. It is a fact acknowledged by the best authorities, that all systems of fire insurance are mutual as regards the policy holders. The fire losses, expenses, dividends and surplus are derived from the premium income. When stripped of details, the difference shown between a good stock company and a good mutual company is in the nature of the capital and the disposal of the profit and surplus. No insurance company can have safety and stability which does not use a schedule of rates which will produce a premium income to meet the unknown quantity to be expended. Such a schedule will usually produce an excess used as profit and surplus. With a stock company, these belong to the stockholder; with a mutual company, to the members. In both cases the policy holders protect themselves by the premium contributions, but only in mutual insurance do they receive any benefit from the excess.

The question of Grain Dealers needing an insurance company of their own has been favorably considered by associations and individuals. In order to have such a company upon which all could unite, a number of prominent grain men who have always shown to have the interests of the fraternity at heart, have taken the preliminary step to organize the Grain Dealers National Mutual Fire Insurance Company to be located at Indianapolis, Indiana. These men have acted in good faith and given financial assistance, confident that the Grain Dealers will approve the course taken and see that the organization is completed.

It is desired to avoid any experimenting. The plans adopted have been tested in a number of cases and over years of time. Strength and stability will be considered before cheapness. We are organized according to law, and our assets are equally recognized with stock companies by Insurance Departments; but we shall adopt one of the virtues of those companies and protect our premium note capital by a cash surplus to be governed by the size and needs of the company.

The company will issue a five year policy, subject to cancellation at any time, for which it will take a premium note equal to five years' premiums, and collect cash deposit equal to one-fifth the note. At the end of twelve months it will credit the unused portion of said deposit on the following sixth month term, assessing for such an amount as may be necessary to make a full sixth month deposit. For all time afterward, the assessments will be made semi-annually. The premium note is not negotiable, interest bearing nor assignable. There is no liability beyond the face amount thereof, and the assessments are a credit upon the note. It can be assessed by the Board of Directors only for losses and expenses of the company pursuant to the charter and by-laws.

The premium note is a basis for assessments levied during the term of the policy. The rating schedule of the company is made for the purpose of adjusting each member's share of the losses and expenses in proportion to the amount insured and the construction of his plant. If all elevators similar in construction and exposure are rated the same, it is immaterial what the rate may be, provided, first: That it is sufficient to form a fund that will be ample to meet all liabilities, and second: That it is perfectly uniform. When a loss occurs and the amount due under our policy is ascertained, it will be paid from the cash fund, and an assessment made by the Board of Directors upon the premium note of every member whose policy was in force at the date of the fire for its proportion of the losses and necessary expenses. The sum of these assessments after the first year will be collected semi-annually to replace in the treasury the amounts which have been taken from the cash funds. It will thus be seen that this company will always have on hand sufficient money to pay losses as they occur.

Every policy holder is a member of the com-

pany and entitled to a vote in the election of its directors, and thus has a voice in its management. He pays only his equal share of losses and expenses with all others, and the profits of the business are retained by him.

The Indiana laws permit a very valuable charter, but require for incorporation twice the volume of assets asked by any other state. The company has to start business with \$100,000 in premium notes and \$20,000 cash. With a maximum line of \$5,000 it then is on a good basis at issue of the first policy.

To obtain the charter and commence issuing policies, it will be necessary to show the Insurance Department \$100,000 of bona fide premium note applications on which the first cash deposits would amount to \$20,000. It is estimated that this will require about three hundred applications averaging \$3,000 each. This is not a large number to secure out of the thousands of elevators which can be benefitted by mutual insurance, but there is a large factor of economy and usefulness in a quick organization and advantage in securing the charter before the first of January. So it is desired to impress upon you Grain Dealers that it is only by yourselves helping yourselves that we are going to have a company. An application during the next three months only will make you a charter member and give credit for helping put up the company.

Expirations occurring before Jan. 1st will be handled to the advantage of the property owner, and those intending to place short term insurance on stock will find it cheaper to give an application to this company. It will not be the policy of the company to disturb any insurance in force, but we are justified for organization purposes to ask every elevator owner to give a charter application and upon issue of our policy substitute it for old line policies. It will be a legitimate expense of the company to see that this is done with no expense to the assured and from the date of our policy he will be receiving the saving of mutual insurance.

While a company organized in the interests of its members is operated for their profit, the profit is not to be derived from salvage on losses and taking advantage of technicalities. The system of selection and regular inspection will give a high average of physical hazard, while expenses will not be loaded with the commissions, Board and Bureau charges of Old Line Companies. When a loss occurs an adjuster will be employed competent to settle without the dispute of an appraisal.

It is sincerely hoped and expected that each year every charter member of this mutual company will shake hands with himself as part of a mutual admiration society. On the one hand that the company has been a direct and indirect benefit to his business; on the other hand, that he had the foresight to see a good thing when offered and helped to put it on its feet.

At the conclusion of Mr. McCotter's paper, Mr. J. W. McCord, Columbus, Ohio, Secretary of the Ohio Grain Dealers Association, said:

Mr. President, if it is not out of order, I want to say to the members of the Association that I have given this matter a great deal of study and I have been associated with Mr. McCotter in looking over the details and I want to indorse every word he has said. Perhaps all know that Ohio took the initial steps in the matter of mutual insurance for elevators. I want to give you a little of our Ohio experience.

We commenced our Association on the 15th of January. Up to October 1st, we have about three hundred policies, covering three hundred and thirty thousand dollars. Our maximum policy is only fifteen hundred dollars. We have only had one loss so far, of one thousand dollars.

Some persons said when we made the assessments on our plan it would not be responded to promptly. We made our assessment immediately, and it was paid almost instantly, and the loss was paid in thirteen days. The other companies took sixty days to pay their loss. We are running on an average of about eight fires on country elevators, and it is probably about the same in other portions. There are about seven to eight hundred elevators in Ohio. I was satisfied that the rates that had been demanded by stock companies were excessive. They don't distinguish between the good and the bad elevators, and they seldom make an inspection after the policy is written. We inspect once or twice a year, and as a natural consequence of the inspections of our inspector and looking over the insurance of the assured, as a rule, he finds the mutuals have the cream of the business.

In connection with Mr. McCotter's paper, a resolution has been handed to me to read as follows:



WHEREAS, There has been a radical advance in fire insurance rates on country elevators, and

WHEREAS, It has been demonstrated that an insurance company making a specialty of one class of hazards on the mutual plan improves the risk, benefits the policy holder and reduces the cost, therefore be it

Resolved, That this Association approves the Grain Dealers National Mutual Fire Insurance Company, of Indianapolis, Indiana, and recommends that our membership assist in securing the charter by giving applications for insurance as quickly as possible, to take effect when charter is issued, at an early date.

Mr. McCord moved the adoption of the resolution. Motion was seconded.

H. S. Grimes, Portsmouth, O.: I do not believe the gentlemen in the rear heard Mr. McCord distinctly. I think I can account for that partially. Mr. McCord and I room together at the National Hotel. This morning, in looking over my pockets, I found a card that read, "49 East 10th St., hoochie, hoochie, horn swog." I can prove where I was last night. I attended an Elk Lodge meeting. We had a little fun there, by the way. But how that card got into my pocket, I cannot understand. Mr. McCord was in the room this morning when I produced the card, and the expression that came over his face showed me that there was some kind of a joke. I think that accounts for his unusually small voice this morning.

As President of the Ohio Grain Dealers Insurance Company, I want to voice the expression of Mr. McCotter and also Mr. McCord. I don't believe there is a gentleman within the sound of my voice, but what appreciates the fact that we should have mutual companies. Mutual insurance is as much of a necessity as any other commodity in your business. We have demonstrated in the State of Ohio that it can be successfully operated, and operated at an expense of about one-third of old line companies. It is an easy matter to demonstrate to you here.

In the first place a mutual insurance company is carried on at an expense of about one-twentieth, I might say, of what old line companies are. Where does your money go in old line companies? I do not want it understood that I am antagonizing old line companies, for we could not get along without them. I want to say that old line companies are encouraging mutual insurance to a certain extent, for it relieves them, and the result is by distributing the insurance among the different companies, it is a better thing. They will realize this later on if they do not do so now.

I hope this resolution which has been read before this Convention, which recognizes the Grain Dealers National Mutual Insurance Company, will pass here and pass with a vim, for I can assure you if this company is organized, you will all, as Mr. McCotter said, shake hands with yourselves and it will be a mutual admiration society.

Why cannot a mutual company be beneficial? It can. The endorsement of this Association will undoubtedly benefit it, and if you endorse the resolution, you will undoubtedly benefit yourselves individually, and that is what we are all working for. I hope, Mr. President and gentlemen of the Convention, that there will not be one dissenting voice in the adoption of this resolution.

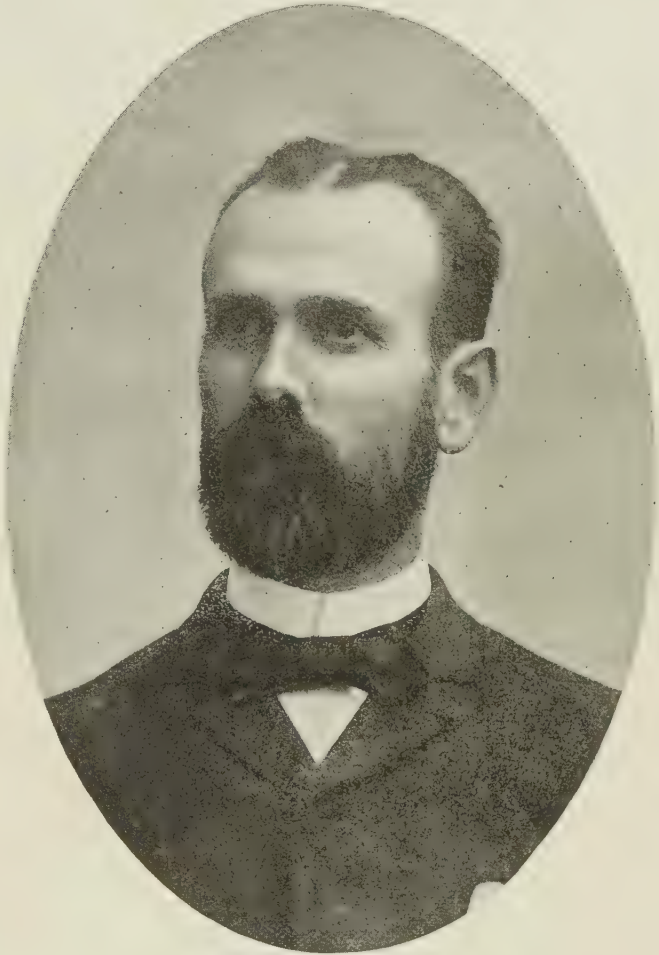
Jay A. King, Nevada, Ia.: I rise to a point of order. In the first place I do not know anything about the wording of the resolution as I could not hear it when read, but simply know the subject of which it treats. I am in favor of mutual insurance, and do not rise to a point of order to oppose it, but there was a motion carried here yesterday in which it was decided that all resolutions, before being acted upon, should be referred to the Committee on Resolutions, and this is of such a character that it should be referred to the committee.

Mr. Grimes: I do not think there would be a particle of objection on the part of the mover. I agree with Mr. King. It

should go to the Committee on Resolutions.

President Lockwood: I did not know Mr. King was upon the platform, but I had it in mind to suggest that the proper place for the resolution was with the Committee on Resolutions. It will be understood that it is to be referred to the committee as ordered, and you understand that at the time the Committee on Resolutions reports, you will have an opportunity to talk upon this subject.

President Lockwood made the following announcement:



F. O. Paddock, Toledo, O.

Grain dealers from stations on Chicago and Northwestern Railway are requested to meet Secretary Wells at uptown ticket office of Chicago and Northwestern Railway at one o'clock p. m. to-day, in regard to transportation.

J. W. McCord, Columbus, O.: If it is not out of order, I think we should consider the matter of appointing a Committee on Nominations; therefore, I move that the Chair appoint a committee of seven from the different states to select candidates for officers for the ensuing years. Seconded and carried.

President Lockwood: I will appoint a committee at this time to pass upon the paper read yesterday by Mr. Yantis. You remember at that time a motion was passed that a committee of three be appointed to make such suggestions as in their judgment they deem best. The committee will consist of S. W. Yantis, Buffalo, N. Y.; E. W. Seeds, Columbus, Ohio, and Edwin Beggs, Ashland, Illinois.

President Lockwood: The Secretary's voice being still in the beyond, or in the past, we do not know which, Mr. Foss has kindly consented to read the report of the Secretary

## Secretary's Report.

Mr. President, and Members of the National and Affiliated Associations:

It gives me great pleasure to report to you that the Grain Dealers National Association has had its share of the prosperity that prevailed universally throughout this great country of ours during the past year.

This assembly of representative grain men from all sections of the country augurs well for this organization and certainly means that the trade realize that in union there is strength. This great throng in convention assembled, repre-

sents a business, so great in the aggregate, that the average mind fails to comprehend the great possibilities and achievements that are in store for this Association.

ARBITRATION.—One year ago at the Des Moines convention, arbitration rules were adopted for the purpose of avoiding expensive litigation, and adjusting trade differences and all members of the National and affiliated Associations, are now availing themselves of this feature, and it is proving very satisfactory, and, I believe, before another year passes by, that all members of the Associations will take advantage of the arbitration plan now in force. Already sixty-five receivers and track buyers who hold membership in the National have gone on record to the effect, that they would not do business with any man who would refuse to arbitrate a trade difference and I am positive that inside of another year, every receiver who is a member of this Association will decline, to do business with such men and as a loyal supporter of a united grain trade, will ignore in a business way, anyone who is so unfair as to refuse to submit a difference to arbitration. Our committee have recently rendered a decision on a case appealed from the Iowa Grain Dealers Association and have two other cases pending that have been taken up direct with the National Association. Association work has revolutionized the grain trade and you all know that settle-



ment of differences by arbitration, was unknown a few years ago, but arbitration between members of associations can be enforced by methods that have been adopted by the various organizations, and the person or persons, who refuse, will be placed in a very uncomfortable position.

**INSPECTION YARDS.**—In May last, I made personal investigation of the inspection yards in the city of Chicago and found that the helpers of the track inspectors were ruthlessly mutilating the boards nailed over grain doors, thereby causing annually a loss of thousands of bushels of grain to the country shippers. This matter was promptly taken up with the Railroad and Warehouse Commission of Illinois, calling attention to the carelessness of their track inspectors and, on July 1st, a rigid rule, prohibiting the unnecessary mutilation of grain doors, was adopted by the Chicago Inspection Department. The Chief Grain Inspector and the official samplers inform me that this rule has been fairly well enforced and has caused a noticeable improvement. It must, however, have the constant attention of these officials, in order to secure proper results.

**POLICE PROTECTION OF RAILROAD YARDS.**—Also in the month of May I made a similar investigation of the railroad yards in Chicago, where grain is stored, and found several yards that had no proper police protection. I took up the matter with the railroad officials and, through our efforts, watchmen were placed in the Chicago Junction Yards at Hammond, Michigan Central Yards at Hammond and Grand Trunk Yards at Harvey. A number of arrests were made at Hammond the first day the watchmen were in these yards.

The railroads that still have yards and tracks not properly policed are the Belt and the Illinois Central Railroads. I desire to state, however, that these roads have competent watchmen in some of their yards. Their excuse for not protecting certain yards owned by them is that they do not store grain in them, but after receiving this information, I visited these particular yards on two different occasions and found cars of grain stored therein and also found cars of grain with seals broken and doors open. You will understand that it was impossible for me to be mistaken since I could examine the contents of the cars which stood on the tracks with open doors and contents exposed to the tender mercies of all thieves who live near some of these isolated yards.

As a matter of fairness and justice to the country shippers, the Chicago market and other railroads, these two roads are in honor bound to protect property placed in their care and the matter never will be dropped until they properly police every yard they store grain in.

I desire to state that the Board of Trade Weighing Department of Chicago has co-operated with me in all instances where it was necessary to bring pressure to bear to remedy existing evils. The Chicago Board of Trade Weighmaster and his Assistants have the moral courage to champion the cause of right and are ever ready to lend assistance of the Department in bringing about a better state of affairs. The Weighing Department of the Chicago Board of Trade could be made more efficient if the revenue of that office were only sufficient to place extra men at elevators where it is necessary, so that they could place men both upstairs and down at the same time. This can only be brought about by making a nominal increase in the weighing fees. If it could be demonstrated to the Chicago Board of Trade, as I believe it can be, that country shippers of grain to that market are favorable to a small additional increase, I am sure the Board would make such a charge for the purpose of putting extra men at elevators where it shall be deemed necessary.

**BREAKING CAR SEALS BY OFFICIAL SAMPLERS.**—This matter was taken up with the officials of the Chicago Board of Trade and they notified me as follows: "Instructions have been given to all the official samplers of this Board that, in future when samples are taken from cars, the proper authorities (elevator people, when cars are in elevator yards; and railroad people, when cars are in railroad yards) be notified of the cars that were opened, in order that they might be properly sealed before leaving the yards. We greatly appreciate your efforts for the betterment of the conditions that have existed in the past, and we trust that in future you will co-operate with our committee in placing every safeguard around the detail work, in order that there may

be no loss between the loading of cars and their unloading at destination."

Yours truly,  
R. S. Worthington, Ass't Sec'y,  
Chicago Board of Trade.

**ST. LOUIS WEIGHTS.**—The secretaries of the National and affiliated associations met in St. Louis something over a year ago and spent two days in that market, and during that time had two meetings with the members of the Merchants Exchange and one meeting with the Terminal Railroad Officials of that city. During that time they all became well informed in regard to the weighing proposition in that market.

Weights in St. Louis are governed both by state laws and city ordinances and politics has entered into the matter very largely much to the detriment of improved methods. It has been stated that the Merchants Exchange of St. Louis might become liable, should they undertake to establish supervision of weights under the same system that is now used in Chicago. The situation is further complicated by the fact that East St. Louis is in Illinois subject to Illinois state laws and receives considerable of the grain going to that market, but is handled by the members of the Merchants Exchange of St. Louis. The Merchants Exchange undertook to secure changes in the city ordinances that would allow them to supervise weights and not violate the law. One of the leading politicians of the city of St. Louis owns and controls several track and city scales and has not hesitated to use his political influence and prestige in the matter of weighing. As a result of the decision, that was brought out at the meeting of secretaries held in St. Louis, the associations finally took the stand and insisted that the Merchants Exchange establish a supervision of weights in that market, regardless of state law or city ordinance and we induced them to do so, and such supervision was established on June 2, 1902. The Merchants Exchange has had a large undertaking to induce all of the elevators to consent to allow a supervisor to be placed in their elevators, this being the case with two or three firms operating elevators in East St. Louis and the Merchants Exchange was strongly opposed by the Illinois Railroad & Warehouse Commission which took steps to establish state weights at elevators in East St. Louis. The Merchants Exchange succeeded in establishing a supervision of weights in all terminal elevators in St. Louis and East St. Louis, except three elevators in East St. Louis and one in St. Louis proper, and there are five track scales, as I understand it, that are not under the supervision of the Exchange. Since the supervision of weights was established June 2, country shippers have been urged to demand settlements on St. Louis Merchants Exchange weight certificates but were met by the proposition from some of their commission firms that there were certain outlets for grain at St. Louis that could not be weighed under present circumstances under the supervision of the Exchange Bureau, and that these particular outlets would pay better prices than could be obtained under the supervision of the Exchange. This condition was not satisfactory and Secretary Wells of Iowa and myself spent the day, Saturday, September 6th, in St. Louis and had a meeting with the Weighing Committee of the Merchants Exchange and talked with a large number of the members of the board in general in regard to this proposition. The sentiment of the board is strongly in favor of establishing a supervision of weights, but there is a certain amount of indifference existing among the receivers in that market the same as in all markets, and the fact that receiving houses are not particular sufferers also gives chances for indifference. The members of the exchange stated candidly that on account of the jealousy that naturally existed between different firms it had been impossible for one firm to make a suggestion without meeting with some opposition from someone who might be personally unfavorable to the person making the proposition, and they freely stated that the National and State Associations would certainly have to give them assistance to bring the Weighing Bureau to general use in a way that would be practical for the best interests of both the St. Louis market and the country shippers.

While we were in St. Louis we succeeded in persuading two of the elevators to consent to Exchange supervision, and it was proposed that the track scales be placed under the supervision of the Merchants Exchange, to which proposition, I understand, the owner has consented. We

desired that all grain be weighed in elevators instead of on track scales but decided for the present there was nothing to do except to establish a supervision over the four or five track scales that weigh grain to local points. We do not desire to antagonize receiving houses in St. Louis in this matter, as the majority of them are acting in good faith with the exception, possibly, of some indifference.

The shippers of grain to St. Louis and East St. Louis should positively demand that their grain be weighed under the supervision of the Merchants Exchange Weighing Bureau, which will, in my judgment, force the two or three elevators still refusing, to come into line, and, we believe, will overcome the opposition offered by the Illinois Railroad & Warehouse Commission. As I understand it, the Railroad & Warehouse Commission of the state of Illinois never made any move to place state weighers in elevators at East St. Louis until after the Merchants Exchange Weighing Bureau decided to supervise the weights on the east side of the river, and on account of the influence brought to bear upon the Railroad & Warehouse Commission they placed weighers in the elevators at East St. Louis and made no charges up to September 1st. The elevator operators were notified that on and after September 1st, the state would collect weighing charges. The State Weighers of East St. Louis were notified on September 8th that certain parties would, from that time on, refuse to pay state weighing fees and they were advised by the chairman of the Railroad & Warehouse Commission of Illinois as follows:

"You are hereby notified that the Illinois Railroad & Warehouse Commissioners have appointed B. T. Bradley Chief Weighmaster at East St. Louis, Illinois, and W. T. Neigarte as Assistant Weighmaster at your elevator; as provided by the laws of the State of Illinois, Section 186 to 191 inclusive; and that said Weighmaster and Assistant by said laws have exclusive control of the weighing of grain and other property in your elevator, and you are hereby notified not to allow any other person or persons to participate in the weighing of such grain or other property in your elevator. Yours truly,

"JAMES A. NEVILLE, Chairman,  
"R. R. & Warehouse Commission."

The above notification from the chairman of the Railroad & Warehouse Commission was brought about by a conference he had with the St. Louis Weighing Committee on September 12th, at which time the committee insisted that the Railroad & Warehouse Commission withdraw their weighers in order to give the Merchants Exchange Weighing Department control of the weighing in East St. Louis. The Weighing Committee notified Chairman Neville verbally that they would continue to supervise the weights in elevators in East St. Louis and would refuse to pay the state weighing fees, unless compelled to do so; and that the Railroad & Warehouse Commission could retain their weighers if they so desired. The weighing committee stated that they would not interfere with the state weighers. The Weighing Committee tried to ascertain from Mr. Neville what had induced the Railroad & Warehouse Commission to take the action they had, if they were requested to do so by the grain dealers of Illinois or by the Board of Directors of the Merchants Exchange of St. Louis or the receivers of grain in St. Louis or by the members of the Merchants Exchange as a whole. His reply was, that the laws were on the statute books and they intended to enforce them. By considering carefully the notice given the elevator owners in East St. Louis by Chairman Neville we see that the Railroad & Warehouse Commission have assumed responsibility which they do not possess as a commission, since Mr. Neville stated in his notice that the State Weighmaster and Assistants, according to the laws of the state of Illinois, would have exclusive control of the weighing of grain and other property in the elevators and, mark you, they notified the elevators not to allow any other person or persons to participate in the weighing of such grain or other property. It is reasonable to conclude that the Railroad & Warehouse Commission of this state have undertaken to enforce laws that are not on the statute books. The Railroad & Warehouse Commission have even attempted to take charge of the weighing in private or class "C" elevators at St. Louis.

I am notified by the chairman of the Weighing Committee of the St. Louis Merchants Exchange that they have worked earnestly and arduously to secure control



of the weighing and have met many obstacles. One of these obstacles is the opposition of a number of elevators to the idea of any person or persons other than their own employees participating in the weighing of grain, and these parties do not seem to see the justice of giving the shipper and owner, or receiver of grain, any rights in the premises. There seems to be no regular system of weighing barley in the St. Louis market and shippers of that particular grain are making vigorous demands of the receivers in that market for an improvement.

I present this matter for your careful consideration and not for the purpose of injuring the St. Louis market in any way, but in order to assist them in thoroughly establishing a system of weighing similar to that already in existence in Kansas City, Mo., and Chicago, Ill., to which there has been no opposition from the laws of the states named nor by the shippers of grain to those markets. It would seem reasonable that, if the Kansas City Board of Trade could take full charge of the weighing in that market, the same could be done in the St. Louis market, where they operate under the same laws as in Kansas City, except, possibly, the city ordinances that are in vogue in St. Louis. The part that the Railroad & Warehouse Commission of Illinois are taking in the weighing proposition at East St. Louis, is so very inconsistent that it has brought about universal comment, seeing that for many years past they have in no way paid any attention to the matter in East St. Louis, as soon, however, as the Merchants Exchange Weighing Bureau was inaugurated the Railroad & Warehouse Commission, on account of some extraordinary influence brought to bear upon them, placed State Weighers in the public elevators and attempted to place weighers in private elevators, presumably to defeat the objects of the St. Louis Merchants Exchange. I can only form two conclusions in regard to the matter and one is that certain operators of elevators at East St. Louis prefer incompetent political supervision to just and equitable supervision, which undoubtedly the Merchants Exchange of St. Louis would furnish to all parties interested, or is it that an election in Illinois is to take place in November next and it was thought that a few places might possibly be provided for political workers in order to help out the election of certain people (or some politicians).

The governor of this state was interviewed and requested to have the Railroad and Warehouse Commission keep their hands out of the weighing in East St. Louis, but for reasons unknown to us, State Weighers were installed in that market. As this is strictly an Illinois matter and comes under the jurisdiction of this state it would be wise and proper for the grain trade of the great state of Illinois to see to it that representatives to the legislature are elected, this fall, solemnly pledged to repeal all obnoxious laws relating to the inspection and weighing of grain.

**SEALING OF CARS.**—Having investigated, to some extent, the present system of sealing cars and find that the system now in vogue does not protect the property contained in the cars because the system consists of taking a record of the seals upon cars' arrival or departure from the various yards. If seals are broken upon or after arrival they are replaced with seals of the yards the cars are in, one number sufficing for all the cars in the yard. Consequently, a seal might be broken and replaced several times during the car's stay in that particular yard and when it left that yard the same seal number (but by no means the same seal which it received when it reached that yard) would be on the car. I believe that a better method would be to do away with duplicate seal numbers giving each yard a sealing iron of its own which designated the number of the yard, each yard being numbered according to the distance it is located from the main station, i. e., a yard ten miles from the main station would be number "10," and this number would appear upon the lead of the seal (having been impressed there by the sealing iron in addition to the number on the tin part). The numbers on the tin should be consecutive so as to prevent all possibility of duplicating; of course, it will be necessary to renew the series, after they had reached the limit of convenience. To make this system effective it would be necessary to take a record of every seal that is put on a car and the reason for breaking the former seal.

I believe that this is a matter that deserves the careful attention of the grain

trade and of the railroads. On account of the imperfect system of sealing cars, in vogue at this time, it is impossible to secure from the various railroads a complete record of the seals on cars from point of origin to destination and claims cannot be collected on account of seal being broken. Besides you cannot secure information as to where and when the seals were broken.

This matter will be properly placed before the various railroad officials of the different roads with the view of inducing them to adopt a system of this nature in order to give better protection to the shippers of grain.

**UNIFORM CONFIRMATION OF PURCHASE.**—In the past six months I have had considerable correspondence with Chicago track bidders in regard to adopting a uniform confirmation in the purchase of grain in the country. A large number of them are favorable to adopting a uniform contract but on account of the various opinions offered by the different parties concerned, I have been unable to bring about a general agreement and I believe

that state organization. The South Minnesota and South Dakota Association on July 15th last also voted to affiliate with the National, and this organization now covers every important grain growing state, except Nebraska. The membership of affiliated associations in some states shows a light decrease and in other states quite a large increase. The affiliated state and local organizations have the following membership:

Ohio Grain Dealers Association .....	237
Indiana Grain Dealers Association ....	251
Illinois Grain Dealers Association ....	374
Iowa Grain Dealers Association .....	382
Kansas Grain Dealers Association .....	250
Texas Grain Dealers Association .....	125
South Minnesota & South Dakota Grain Dealers Association .....	157
Grain Dealers Union of Southwestern Iowa & Northwestern Missouri .....	98
Oklahoma & Indian Territory Grain Dealers Association .....	125
Country Members of National Association in Unorganized Territory .....	4
Total .....	2,003



Director J. W. McCord, Columbus, O.

the only way it can be brought about is by a meeting of the track buyers in order to give them an opportunity to discuss the important feature of such a contract of confirmation. They will, in the near future, be given an opportunity to attend a meeting for this purpose. I have had legal advice in regard to this matter and a contract along these lines has been published in the Grain Dealers Journal, giving the form that has been discussed by the different track bidders of Chicago and also giving some legal advice in regard to the matter. I would suggest that the track bidders present at this convention have a conference in regard to this matter before we adjourn in order to bring about, if possible, a uniform contract. If this could be done it would save a great deal of annoyance and considerable litigation and the bidders would soon be able to educate the trade to sign a duplicate confirmation when selling grain and return one copy to the buyer.

**ASSOCIATIONS AFFILIATED.**—The five local divisions of the National Association in the state of Indiana, on the 25th of last January, were merged into one state association and upon consummation of the state organization it voted to affiliate with the National, and there has been quite an increase in the membership of

Withdrawals .....	5
Members of National who have died during the past year .....	6
Affiliated members who died during the past year .....	1

The membership among the receivers, track buyers and brokers in the various markets is 136, making a total individual membership of 2,189. The Southwestern Iowa Grain Dealers Association, at the last annual meeting, was reported as having affiliated but paid no dues and they are in the same position now, consequently, they are not counted in our membership. We have three individual members in unorganized territory who are in arrears in dues. I am pleased to report that not a single individual member among the receivers, track buyers and brokers are delinquent in dues. The delinquent dues of affiliated associations are \$419.00.

**FINANCES.**—You are all probably aware that, when I was elected to my present position, the financial income of this organization had never been sufficient to carry on aggressive work. The first important thing I found necessary, upon assuming the duties of the office, was to make an extra effort to increase the membership in order to secure a sufficient revenue to defray the expenses of the organization and carry on the work that was



expected to be done in terminal markets by this association. How well I have succeeded with the funds that I had at my command I leave for you to judge. Had there been more funds at my disposal, a great many more things could have been accomplished than have been and as the organization is now on a financial basis that will allow it to broaden its work a greater work can be carried on during the coming year than in all the years preceding.

**INCREASE OF MEMBERSHIP.**—It is very gratifying to me to be able to state that I have been able to increase our membership among the receivers more than 125 per cent. Had it not been for the change in the location of holding this convention, I candidly believe that we would have been able to have increased our membership at least 150 per cent. In my opinion this meeting will result in doubling our membership the coming year, as the receivers in all markets are becoming interested in this organization and are learning that it is doing a work that cannot be done by any other organization, and it is at all times endeavoring to remedy evils existing in the terminal markets by securing better weights, inspection and protection of railroad yards. This work can only be done by an organization that has the undivided support of the entire grain trade.

President Lockwood introduced J. L. McCaull, president of the South Minnesota and South Dakota Grain Dealers, who spoke as follows:

### Repeal of Duty on Canadian Grain.

The Valley of the Red River of the North furnishes the summer traveler toward Winnipeg an enchanting and substantial example of remarkable fertility. Enraptured by a magnificent landscape and a bounteous harvest, he scarcely heeds the advent, at Neche or Pembina, of an inspector wearing the arms of the British Crown.

So slight the interruption, so unchanging the face of nature, he does not realize that he has passed from under the Stars and Stripes, until he is told that the farmer he is just passing, who though he joins an American neighbor on the south, breathes the same air, faces the same cold blasts of winter, basks in the same summer sun, speaks the same language and worships the same God; accepts twenty-five cents per bushel less for his wheat and fifty cents per bushel less for his flax, merely because to the south of Gretna and Emerson there exists an imaginary line, upon which is erected a tariff wall more formidable to commercial intercourse than any Chinese structure, though its surface grazed the everlasting stars.

Marveling at such an impediment to commerce the objector is told by his high tariff friends, that but for this regulation American prices for produce would sink at once to the Canadian level. The Ocean is to recede to a lower level by the removal of an obstruction at the mouth of a tiny rivulet.

We therefore approach our subject:

"The Repeal of the duty on Canadian Grain."

Facing fairly, squarely and without an attempt at evasion, the one opposing stock argument, and the only one if you please that we will dignify by the title of argument: "Remove the duty on Canadian Grain and the American farmer will, at once, encounter a Canadian scale of prices for his produce."

If such were even the possible, not to say probable, result of the removal we would not for a moment become its advocate.

However we are firmly of the opinion that transition does not necessarily involve deterioration. Why should a vision of higher prices for Canadian Grain be obscured by a pessimistic cloud of ruinous prices for American grain?

The Canadian Northwest produces annually probably fifty millions of bushels of wheat, possessing particular merit, its possibilities for production are very great, it may in our day treble the quantity and will then not have equaled the enormous yields of our own Minnesota and one of the Dakotas, ignoring entirely the remainder of the spring wheat area.

Manitoba and the neighboring territories boast of two railroads which, though well constructed and equipped and competently managed, are wholly inadequate to meet the demands, during the busy season, of

the shippers who are engaged in forwarding the crop to the lake front.

A serious congestion occurs, and the tendency toward exaggeration asserts itself and the thousands are soon magnified into millions and the markets abroad, where our surplus seeks consumers, are depressed by the supposed millions that are vainly awaiting transportation. Our own wheat suffers from this commercial night-mare, while our "protected" American farmer rails at monopolists and middle men who are absolutely powerless and who have not the remotest connection with the Canadian congestion that transmits its depressing influence to every important market on the Globe.

Unfortunately the price making power lies beyond our borders, we are not a food importing, but a food exporting people. We yield to the whims of foreign buyers who stamp values upon our wheat and flour.

It is therefore of primal importance, that conditions surrounding the foreign trade be as uniform as possible, relieved of apprehension regarding future supplies and probable depressions. That trade is practically valueless that is buoyant and aggressive to-day, sluggish and stagnant to-morrow. There is nothing more menacing to stability than the indefinite blockades to which this Canadian grain is subjected, uncertainty attends every step of the movement from the inception of the blockade to the final absorption by bewildered and distracted foreign merchants.

Remove the duty and permit the unrestricted movement of Canadian grain through American channels uncertainty as to its magnitude and availability ceases, the foreign merchant is relieved of apprehensions and the dials in our own Chamber of Commerce will never indicate even a fraction of depression.

The rifted clouds of uncertainty and doubt will disclose a clearer commercial sky.

Permit Canadian wheat to cross our border unrestricted and our capacious elevators, and restless mills, scattered over our Northern and Eastern states, will assimilate the surplus with such ease and alacrity, that the American producer will never be cognizant of its existence. We need entertain no fears that our facilities for a speedy absorption will be found inadequate; the eagerness of American merchants and millers to participate in the profits attending such an increased volume of business will result in the creation of additional facilities far in excess of the actual requirements, as it must be borne in mind that the terminal elevator facilities of Minneapolis and Duluth alone already far exceed the twenty-five millions total country and terminal capacity of the entire Canadian Northwest, to which we may add the voracious annual consuming capacity of our Minneapolis mills, amounting to more than the entire yield of Manitoba and her allied producers.

We are reminded that the undertaking is not formidable, when we consider that only such portion of the crop as the Canadian railroads are unable to handle, will be permitted to find shelter or consumption in our American markets.

A sophistry often employed in this connection would lead our farmers to believe that but for this prohibitive duty our own summer markets, usually active and high, would be stagnated by an influx of Canadian wheat held for such an attractive period.

Let us at this juncture note particularly the fact, that the Canadian surplus, which vainly presses against our tariff wall, exists not at a season when there is a scarcity of wheat in our own land, but the congestion occurs at the very hour when our own surplus seeks a foreign purchaser, who in turn is frightened into inactivity by this Canadian "bugaboo."

Vulnerable indeed is the argument in favor of this specific form of protection, when we consider the fact that our surplus millions pass into Duluth, occupying with Canadian wheat adjoining bins in the same elevator, consigned to the same hold in the ocean going vessel and finally purchased by the same merchant in Liverpool. It taxes the credulity of the most impressionable mind to imagine for a moment that our grain is by this duty enhanced a single farthing or would be were the duty multiplied many times or trade restriction rendered even more burdensome and obnoxious.

There exists what is known as "Milling and shipping in bond," by which means Canadian grain may pass over our railroads, through our elevators, be ground in our mills, remunerate the individuals engaged in such movements and manu-

factures and then pass out of our country; but no matter how attractive the wheat or how superior the manufactured product, no portion, not even the offal, can remain within our national lines. The railroads, the elevators and the mills may earn their emoluments, but the consumer, no matter how eager, must "taste not, touch not, handle not," and our dairy interests must suffer by reason of the exporting of mill feed, which seeks a foreign market, often much inferior to our own.

Some of the most brilliant intellects of our day have, after the most diligent application, demonstrated that the blending of wheats from different climates is not only profitable to the manufacturer, but decidedly advantageous to the consumer. That Canadian wheat would thus add most materially to our welfare we are pleased to recognize, however, all this is denied us because of an illusive vote catching revenue restriction, extremely injurious to our Northern neighbor and lacking absolutely every element of benefit to our own countrymen.

The advocates of this pernicious policy are forgetful of the fact that restriction of production does not necessarily enhance values, but that on the contrary our most attractive prices have frequently occurred in periods of plenty. They also ignore the principle that general prosperity is much more effective as a promoter of prices than all the resolutions and restrictions human ingenuity can devise.

"But," exclaims our high tariff friends, "you are unmindful of the farmers' welfare." Unmindful of the farmers' welfare—when as a lad I carried the aches and pains that accompanied devotion to duty on the farm? Unmindful of the farmers' welfare—when there is ever present before me the blazing picture of a period when, not in theory but in fact, the monopolistic heel ground deep into the neck of the prostrate farmer? Unmindful of the farmers' welfare—when I was reared in a day when railroads, unblushingly promulgated the policy "the public be damned?" Unmindful of the farmers' welfare—when I know that in spite of the seething, fretting, restless mobs of our cities, lashed into fury by scurrilous demagogues and led toward certain destruction by political mountebanks, there is ever present a counter-balance of common sense that defies the destruction of our Republic, that counter-balance finds its abode, not in the minds of the merchant, the day laborer, or the pampered fop, but in the brains of the millions, who though once the object of sneers we have the distinguished honor to know as farmers?

Unmindful of the farmers' welfare—when I know it is the farmers' deposits in banks that enables you and I to do business?

Unmindful of the farmers' welfare—when I know that but for the ceaseless toll of the blistered hands every merchant would become a wandering tramp, every railroad a streak of abandoned rust and every palace on fashionable shores a hollow tomb?

When for a moment we lose sight of the fact that any act, legislative or otherwise, that impairs the present earning power or reduces the happiness of the farmer, is certain to create obstacles over which we shall stumble and our children be unable to surmount, then and not till then, let it be said that we are unmindful of the farmers' welfare.

Now I maintain, that man is a coward who is unwilling to face to-day "the evils thereof" and who bequeaths to his heirs entanglements, that should have received adjustment at his own hands.

If I felt for a moment that the commercial path would not be rendered more smooth and future industrial fraction be reduced by the repeal of such trade restrictions as are devoid of benefits and the obliteration of such benefits as are distinctly narrow in their application I would not for a moment despite all possible benefits that might accrue in my lifetime, advocate the repeal of the duty on Canadian grain.

Unstinted consideration should be given to the question of the greatest good to the greatest number, not alone for the day in which we live, but for the period to which this is but the prelude, that era when our sons will struggle over their own problems and labor under laws that spring into existence as a result of our thoughtfulness or careless disregard.

Commercial conditions to-day admit of material progress and substantial accumulations and comforts. Now if in augmenting these we entail upon our sons a bondage or even an uncomfortable condition our folly and selfishness will be



surpassed only by our lack of common sense.

Failure is sure to follow the footsteps of those who construct only for the day in which they live.

A wholesome regard for the welfare of those who will breast the breakers of the coming years, will augment our own substantial comforts and promote our peace of mind.

We possess within these United States, flour milling plants, that surpass in capacity and perfection those of any other land, the powerful water-ways of our Northern border render the mills in that region of particular excellence and value, their productions disseminate throughout our own country and penetrate all civilized portions of the globe. As an American advertisement our flour is pre-eminent.

Periods of serious depression attend its manufacture and distribution, that can be traced directly to the unsettled conditions of foreign markets, intimidated by the Canadian ghost that will not down.

Are we therefore unfair, rapacious and selfish when we ask that a duty which neither protects nor produces revenue be repealed, to the end that trade conditions may become normal, the commercial pulse beat firmly and citizens of the United States secure the benefits that follow the production of the finest flour the world has ever known?

It may be advocated that such benefits would be purely sectional; this we deny, the primary benefits would naturally occur in the Northwest, but the general benefits would penetrate every household where twentieth century prosperity places bread before our people.

I maintain that few benefits are purely sectional.

I stand as an uncompromising advocate of the development of our oriental trade—personally opposed to the merger—I am yet an ardent admirer of that commercial and intellectual giant who conceives and executes in such a masterly manner that the development of our western slope is most marvelous and our relations with the Orient are destined to become an enduring monument to the genius of James J. Hill.

Can the benefits derived from the reduction of transportation rates to a point that admits of an ever increasing movement to and from the interior of our own country and the heart of the Orient be rightly styled as sectional?

The development and improvement of our rivers and harbors, though apparently sectional, is the very essence of commercial wisdom. An Isthmian canal that you and I hope to see complete will aid certain localities most particularly, but we would be narrow minded indeed to classify its multitudinous benefits as sectional.

The flutter of the Stars and Stripes upon the high seas, floating at the mast-head of mammoth American merchant marine, will claim our hearty applause. Will American commercial supremacy thus obtained be sectional?

As a nation we are fortunate in the possession of an executive whose mind can grasp the requirements not only of the East, but passes beyond the Alleghenies and even the Mississippi River to those arid plains that men for years classed as uninhabitable and never to be reclaimed. Strenuous and irrepressible he has encouraged Congress in its work of diverting the futile flow of our mountain streams, converting them into live giving agencies that transform barren sands into prolific plains. The cactus and the sage brush are certain to yield to that relentless law, "the survival of the fittest."

On those blistering plains where bleached the bones of those whose fading vision beheld only the mirage of an Eldorado, will in your day and mine be harvested millions upon millions of the choicest cereals.

No juggling of tariffs will be necessary to insure the farmers in those irrigated regions a remuneration for their toil, increasing consumption at home and abroad augmented by free and unrestricted movements of grain within and without our borders will insure to the farmers, East, West, North and South compensation commensurate with their labor and intelligence.

Will such a culmination prove sectional in its benefits?

Will the benefit of a mammoth sea wall insuring the safety of that plucky city of Galveston be sectional?

Will honest fair protection where needed in our manufacturing districts, insuring fair compensation for toil, comforts in the home and the best of schools for the rising generations be classed as sectional?

Out upon the puny mind that cannot

comprehend that the Nation extends beyond his own horizon, that in benefiting one locality you are but strengthening the whole structure.

The confines of any region can not and will not mark the extent of the far-reaching effects that attend such wise developments.

I am a Republican, a protectionist, an American enthusiast, our Nation can not become too prosperous or our own prestige too great to gratify my desire. I am with the government in all that tends toward rational and proportional development, yet I applaud with pride the action of the people in that grand commonwealth of Iowa in their demand for tariff revision.

The people and the conditions demand such action and it is a lamentable fact



Col. C. T. Prouty, Kingfisher, Okla.

that some political Neros would prefer to fiddle discredited refrains while commercial Romes are licked by the flames of avarice and greed.

One of the very first adjustments that will occur in the obliteration of duties that burden the many and benefit the few will be the free admission of Canadian grain, thereby benefiting our Northern neighbors and not for an hour entailing discomforts upon our own farmers, on the contrary concessions from Canada applying to our other grains will be secured that will add materially to our rural welfare. The great and beneficent policy of reciprocity so considerably promulgated and ardently advocated by those remarkable characters, James G. Blaine and William McKinley, is certain ere long to prevail and will carry with it very many more benefits to our people of all classes than was ever dreamed of even by those illustrious authors and advocates.

The opportunities for improving the lot of the farmer are many. An application of the principles propounded by our Agricultural schools and experiment stations will multiply their productions in an astonishing manner. I commend most cordially the liberal expenditure of money in such directions, to the end that none of nature's resources may be neglected. The welfare of all depends upon the earth yielding to her utmost.

Science as applied by men of genius and energy will wrest from nature the fullest measure. In a majority of cases our farmers are availing themselves of these splendid opportunities to reap a harvest that is most abundant. Such men are not concerned about a tariff on their grain and are indifferent to discussions on duties, being more interested in the enterprising problem of maximum production. Others, we regret to note, ignorant of or disregarding the possible development of our agricultural resources, pursue the pastime of constructing castles in the thinnest of air, lulled into listless insecurity by the false notes of a tariff refrain.

Develop our agricultural colleges, apply civil service to our common schools, employing the best and well paid instructors and you will eliminate from the minds of the rising generation any anxiety to bar at our borders the grains of other lands. The thought will obtain, "What can I do to wrest from nature the limit

of productions?" not "How can I prevent the produce of my neighbor from competing with that of my half-tilled farm?"

The hour approaches when the Canadians are certain to retaliate for this menace to their welfare. Why not wrest victory from defeat by securing from them valuable concessions in return for that free trade privilege which is absolutely devoid of baneful effects upon us, but exceedingly beneficial to them.

We vigorously applauded a naval and military movement that drove Spanish oppression from two distant portions of the globe. We condemn, and rightly so, those whose philanthropic theories forever apply only to the far distant field and who by their seditions, if not to say treasonable conduct, hamper the administration of the most liberal government upon the face of the earth.

We permit the entrance, almost unrestricted, of the repudiated of all lands, even though the outrageously abused welcome entails dynamite and destruction. All this in the name of liberty and broad liberality, yet when sober hardy Canadians knock at our door with products of their toll the latchstring is withdrawn and our hospitality seared.

Briefly, we advocate the repeal of the duty on Canadian grain, believing it to be absolutely devoid of benefits to any and decidedly detrimental to our neighbors and to ourselves, a restriction not intended for protection, but for political effect.

Its repeal can be made the agent of valuable concessions that will carry real benefits to the farmers of the present generation and of those to come.

Mr. Chairman, I conceive it to be the prerogative of this assemblage to carefully consider questions that effect the general welfare; its attention is therefore directed to this particular subject as being one of interest not alone to the trade, but to our entire commonwealth, the benefits which at first glance appear sectional will be reflected at Minnehaha, Suwanee River, Plymouth Rock and Golden Gate.

The following committees were appointed by the President:

On Resolutions—Jay A. King, Nevada, Iowa, Chairman; W. H. Chambers, Minneapolis, Minn.; Walter Kirwan, Baltimore, Md.; J. C. Robb, Kingfisher, O. T.; G. L. Graham, St. Louis, Mo.; John Herron, Sidell, Ill.; A. E. Hartley, Goodland, Ind.; Sam Finney, Chicago, Ill.; C. A. Foster, Pittsburg, Pa.

Committee on Constitution and By-Laws—A. Gerstenberg, Chicago, Ill.; Theo. P. Baxter, Taylorville, Ill.; M. E. DeWolf, Laurens, Ia.; S. B. Sampson, Indianapolis, Ind.; L. Cortelyou, Muscotah, Kan.

Auditing Committee—A. R. Sawers, Chicago, Ill.; C. T. Prouty, Kingfisher, O. T., and G. H. Currier, Prescott, Iowa.

The President made the announcement that the dealers were requested to meet on the north steps of the Court House to have the fotograf taken.

The meeting then adjourned till 2 o'clock.

Hay amounting to 68,750 tons was exported during the first eight months of this year; compared with 69,954 tons, the amount exported during the corresponding months of last year.

Imports of breadstuffs to the Philippine Islands during the year of 1901 included 33 bushels of wheat, 77 bushels of corn, 8,767 bushels of oats and 39,501 bushels of barley; compared with 3,236 bushels of wheat, 132 bushels of corn, 284 bushels of oats and 26,377 bushels of barley imported during the preceding year.

C. A. King & Co. write: "Limit your losses." All who speculate do not win. Some lose. Majority are mule-like. They are stubborn and allow the losses to run. Better be a live coward than a dead hero. That is, in the battles on the Board of Trade. Cowards in the war sometimes are shot in the seat of their pants. On Boards of Trade the brave ones frequently get shot in the pocketbook. Those who fight and run away may live to fight another day. Unexpected happens frequently. Guard against serious mistakes. Limit your losses.



## THURSDAY AFTERNOON'S SESSION.

President Lockwood, in calling the meeting to order at 2:45, said:

In view of the fact that some of the reports are not ready to be presented, the first on the program this afternoon will be: Why the Receivers should support the National Association, by W. T. McCray, of Kentland, Indiana.

As Mr. McCray stepped forward he was greeted with applause.

He spoke as follows: Mr. President, and gentlemen of the Grain Dealers National Convention. I ask your indulgence this afternoon while I make a few remarks. Since I was placed on the program I have been very busy. In the day time with business affairs, and at night trying to find out the wants of a little boy which has recently come into our home, and I have not been able to give the subject the thought which it deserves. The subject is Why Receivers should support the National Association.

### Why Receivers Should Support the National.

I have not had the time to give the subject such thought as should be spent upon a paper to be read to such a representative gathering of bright business men, but will offer a few reasons which have occurred to me why the receivers should encourage organization and be active supporters of association work. It would seem that the benefits are so apparent that it would require no argument to demonstrate the truthfulness of the proposition. The opportunity offered for the shipper and receiver to meet and become acquainted.

The advantage of the advertisement a receiver can secure at such a meeting. The benefits from the exchange of ideas and the discussion of different trade problems are some of the points which we will consider and which are of sufficient importance to prove that the receivers can not afford to refuse to affiliate with our organization.

We are each component parts in the great chain of business affairs. The shipper cannot get along without the receiver any more than the receiver can get along without the shipper. Each branch of the business depends upon the other for success. Each has his place to fill and the machinery would be incomplete if we had one without the other. Their interests are so identical that it could not be but beneficial for these branches of the trade to get together on the most friendly terms. Their gatherings afford a common meeting place where we assemble and meet those with whom we have business relations, acquaintances are made, friendships are formed which will remain steadfast forever. We, who have attended and participated in these meetings since the organization of this Association can testify to the mutual good that has come from them, which is manifest in the improved trade conditions throughout the land. Great benefits have been obtained both from a social and a business point of view and its influence has been felt and will continue to expand as we grow in importance and power.

The spirit of fraternity has been strong in the natural instincts of man since the creation of society. From the early history of the human race men have banded together for their mutual protection and profit. This spirit has recently become prominent in the commercial world and the tendency of the period toward centralization, consolidation and organization. The commission man, the receiver and the broker occupies an unique and important place in the affairs of the shipper. He is really the trusted and confidential agent of he who originates the shipment, and is bound by the stern laws of commercial conduct to put forth his very best efforts to realize well upon his trust, and to handle the business of his client in exactly such a manner as he would his own.

There is and has always been honest differences between men and who earnestly desire to do what is right. The time is fast approaching when nations as well as all classes of men will seek to settle all disputes and differences by arbitration. This is one of the great possibilities of organization, and at our last meeting suitable rules were adopted which provide for the arbitration of all differences between its members. This was an important step and its equitable provisions should be

taken advantage of in the settlement of any differences between the shipper and the receiver. There is still another reason which should have a potent effect in determining the receiver to cast his influence in favor of the Association and give it his hearty support in every way possible.

One of the great benefits of organization is that dishonest dealers are forced out of business and the receivers' risk is correspondingly decreased. The custom of making drafts on shipments in many instances was formerly attended with much risk and many times the receiver found himself in the embarrassing position of having honored and paid a bill of exchange in excess of the proceeds of the shipment, and frequently it was a difficult matter to get the account balanced again.

Now, almost every dealer owns his own elevator property, which has increased in value on account of the beneficial effects of organization and is therefore financially reliable for any just differences which may arise, and claims of that nature can be enforced and collected.

These meetings bring together the wide-awake and progressive dealers from all parts of the surplus producing states, and the receiver can see more of his customers and make more acquaintances of those who are possible customers in the three days which we are here, than he could in as many months of travel to say nothing of the saving in expense.

Each receiver is benefitted or injured by the reputation his market bears on the questions of inspection and weights. A firm may have an enviable reputation and be desirable to trade with in all respects and yet his market may be such that the shipper would hesitate to ship on account of these objections. How much then enures to the benefit of the receivers to have the official public weighmaster of a central market take so much interest in the question of weights, that he would have published at a large personal expense and circulate gratuitously, a treatise on that subject which points out the many ways that differences occur, and thus strive to educate the shipper to be more careful in order that these troubles might be averted. The confidence that was created among shippers by this act and the feeling of security that the weighing in that market was being carefully and honestly looked after has doubtless been the means of placing many cars in some ones hands to handle that might have been diverted to other markets. The agitation of this question at these meetings suggested that step and how could these facts have been brought to the shipper's attention more practically or more forcibly. Who then can measure the amount of financial good the last meeting of this organization done for the receivers of that market. (It is to the direct benefit of the receivers of every market to have such questions thoroughly discussed and if any irregularities are discovered it is certainly to their interest to assist in having them speedily corrected.)

We who were at Des Moines one year ago today, will remember the pleasure we derived from the paper read by that remarkable man, who was, at that time, at the head of the cash grain trade of the world. It was with much sorrow that we read soon afterwards that he had been called from the activities of this life to that life in the great unknown. We deplore his untimely death. The sickle of time cut him down when his career was at its zenith. When he was about to witness the completion of one of the greatest achievements of his life. Frank H. Peavey is gone. His life work is over but his example and precepts will remain for our guidance. We will remember his words and the slight contact we had with him and will forever be a pleasant memory. The life and career of such a man will be an inspiration to many rising young men and will doubtless be an example which many will strive to emulate. Thus the life of this receiver will shed an influence which will be reflected for years upon the trade in general.

This organization was designed and created to assist the trade in all of its branches. The receivers of our markets should all consider it a duty as well as a privilege to give it their heartiest support. They should belong to this Association and thus have an honorary membership in each of the various local or state organizations.

The receivers, who are numbered among our members, are among our most enthusiastic workers. I trust the time is near at hand when our roll of membership will include every reliable receiver, commission man or broker in each of our large central markets. If there

are any such here who are not so enrolled I hope that I may have said something that would show you that there are good and sufficient reasons why you should give us your influence and support.

The President appointed the following to serve on the Committee on Nominations: J. W. McCord, Columbus, Ohio; H. N. Knight, Monticello, Ill.; M. McFarlin, Des Moines, Ia.; G. J. Gibbs, Clifton, Texas; J. W. Snyder, Baltimore, Md.; A. R. Sawers, Chicago, Ill.; D. Hunter, Hamburg, Ia.; W. T. McCray, Kentland, Ind.; C. T. Prouty, Kingfisher, O. T., and E. J. Smiley, Topeka, Kan.

President Lockwood announced as the next number on the program a paper on State and National Arbitration.

Mr. Jay A. King, of Nevada, Ia., spoke as follows: I do not have any idea I will entertain you very much on this subject. We are placed to buy grain and sell it when the price suits, but when there is a dispute at the end of the transaction, it is the most unpleasant part of the business to get that settled, and it will be as much out of place to be entertaining on this subject as it would be to endeavor to be jolly at a funeral.

### State and National Arbitration.

Arbitration as a means of settling differences in the grain trade is an important subject for our consideration.

Having given my views heretofore, regarding this question, others having discussed it quite fully and more ably than I can expect to do, there is but little probability that I will present anything new at this time. I trust, however, that a discussion of the subject may result profitably although what is now said may be in some sense a repetition.

The volume of business in cereals in this country is enormous. Hundreds of millions of bushels are handled by the grain merchants each year and the values represented by the transactions amount to fabulous sums. All of the business is done on a strictly cash basis. The man who engages in the business of buying and selling grain, whether he be the small country dealer, who receives and ships a few car loads only, each year, or the receiver of large quantities at a terminal market, must always be prepared to pay spot cash as soon as the grain is delivered. Inability to pay for grain immediately on delivery is as much to the discredit of a grain merchant as a failure to pay deposits on demand is to the bank. The immense volume of the business done, the large amounts of money represented in the transactions and the promptness of payment required, make the business in grain one of the most important branches of trade in this country. To be an honorable factor, though in a small way, in a business of such importance and of so much concern to the country, is an enviable position to occupy.

Owing to the constant changes and often times wide fluctuations in market values, the successful conduct of the business requires prompt and decisive action. Most of the sales of these commodities are made by wire. The contracts are necessarily brief, specifying only the kind of grain, price, and time of delivery. In no other business is property transferred in so large value, under agreements, with so little detail.

There are many differences and disputes between men in the grain trade, yet the differences are few when compared with the large number of transactions entered into and concluded without dispute.

While the contentions are few by comparison, they occur in greater number than should be, and the reduction and modification of them is a considerable part of the work to be accomplished by Associations, and is one of the principal objects of organization.

When disagreements occur and the interested parties themselves cannot arrive at an amicable adjustment of the difficulty, there are three ways of settling the dispute, by resorting to force and endeavoring to obtain satisfaction through injury or oppression, by appealing to the courts, or by referring the question of difference to disinterested persons for their conclusion. The first named method is so far beneath the dignity of the men engaged in the grain trade, men who are all amicable and strictly observe the scriptural injunction, "Love thy neighbor as thyself," that it should not be considered in this connection. We have two remedies to choose between, take the case into court, or submit it for arbitration.

In primeval times, force and power were the only recognized arbiters. As civilization advanced, the inclination increased to settle dis-



putes without resorting to force. Later, courts were established where disputants could refer their differences for settlement, and in the more enlightened countries, courts of justice are held in high honor and looked upon with deference and great respect, where it is presumed exact justice is rendered.

I do not intend to speak disparagingly of the courts, or to be understood as lacking in respect for them, a high regard for the justness of their decisions adds largely to the stability of the Nation. But we must admit that in suits brought to enforce the collection of money, the successful litigant is always a loser to some extent, often largely so, and many of us are well aware that not infrequently a meritorious case is lost by reason of the lawyer not having sufficient comprehension of it to get it clearly before the court. A case at law, in which the rights of the parties are largely dependent on customs and usages, incident to a particular class of business, is difficult to obtain a clear understanding of by those who have had no previous knowledge of, or experience in such matters.

Nearly all the differences that would be proper questions for arbitration, occur between the purchaser and the seller. The majority of the sales are made to non-resident purchasers. The buyer and the seller usually reside in different states. The jurisdiction of a state court, not only does not extend beyond the state, but usually not beyond the limit of the county wherein it is located, consequently a person having a claim of account against another, must go to the county where the one the claim is against resides, if he would avail himself of the benefit of the court to collect his claim. That he cannot well afford to do, if the amount of his claim is not large, and if the claim is large the expense is large also. In most instances the amount of difference on a grain transaction is small. The result is, that many times no effort is made to collect the difference claimed, each party to the transaction still believing he is right, and so believing, thinks less favorably of the other as time passes, until each arrives at the conclusion that the other is too dishonorable to be safe to transact business with, and they become too far separated in opinion, to have any further transactions with each other. Such method and result must be considered neither desirable nor profitable.

If suit is brought on account, for the difference claimed on a grain transaction, the case is seldom carried beyond the judgment of the lower court partly for the reason that the amount in controversy is in most cases, not large enough to warrant the trouble and expense of an appeal to a higher court. In the lower courts, results vary in similar cases, not only in different states, but in different districts of the same state. The results in the lower courts are so widely different, that the trial of many cases therein does not establish precedents and make a fixed interpretation of the law. A comparison of the results in such trials would leave the enquirer entirely at a loss to know what to expect, as a result of his case, should he desire to bring suit to enforce his claim. That would be so, for the further reason, that the opinions of the higher courts only, are regarded as authority for precedent, and to fix the rights of parties. From which it can be understood readily, that the enforcement in the lower courts, of claims for differences, would not determine the standing of parties to a subsequent case.

These are some of the reasons why a resort to the courts, to obtain settlement of differences in transactions relating to the purchase and sale of grain, is not the most desirable relief.

As the situation now is, there are customs in the grain trade that are supposed to be established, but the trouble in respect to them is, they are not fixed, are not understood alike, some understand them in one way and others in another way, and for that reason, if for no other cause difficulty. Misunderstandings are the chief source of most of the differences. In most cases of dispute, the contention is not so much because of a desire, on the part of one to obtain an advantage over the other, as because the contract is interpreted differently.

It is entirely impracticable to specify in detail, in each contract for the purchase and sale of grain, all the particulars of the transaction. To avoid delay, unnecessary expense and for the purpose of conducting the business with the promptness absolutely required, a considerable part of the contract must be understood, inferred, unwritten. The unwritten part of the contract may be fixed by custom or usage. The courts recognize customs or usages, when they are well established, but to receive such recognition, they must be general, positive and uniform. Appellate courts have held, that, "A known usage of trade forms a part of a contract made in that trade." But they have held further, that "A usage to affect a contract must be so general and well established that knowledge and adoption of it may be presumed, and it must be certain and uniform," also that, "A custom or usage

to be available against a party to a contract, must be so notorious as to affect him with knowledge of it \* \* \* or he must be shown to have actual knowledge of it."

In a recent public discussion of the subject of arbitration, the statement was made that, "Compromise is a synonym for arbitrate and for that reason arbitration is objectionable." I desire to have it understood that what I may say has no reference to such arbitration as would result in a compromise of the case. I hesitate to believe that any dealer in grain wants to compromise with a creditor, and settle for less than he justly owes, while continuing in the grain business. The principal purpose of arbitration with us, as I understand it, is, in case a financial dispute occurs between two dealers, to ascertain the amount justly due from one to the other. The method of arbitration under discussion and now in operation in some associations, does not contemplate settlements by a division of the difference, by taking from one and giving to the other, such amount as may seem necessary to preserve harmony with the one given to, and cause him to be good natured because he receives more than rightly belongs to him. Some may have supposed that would be the plan of settling differences, and for that reason have refused to consent to the submission of their trouble, to be arbitrated, one of the parties in each of a few cases refused to arbitrate, giving as a reason for such refusal, that there was nothing to arbitrate. The very fact that one claims any amount of another, and the amount so claimed is not admitted, constitutes it a proper case for arbitration.

It seems reasonable to presume, that an arbitration committee composed of fair-minded men, experienced in the business of handling grain, acquainted with the customs of the trade, having a thorough knowledge of what is meant by the terms used in contracts, will be better qualified to determine what will be a correct settlement of differences that have grown out of a transaction in grain, than would be possible by those who have no knowledge whatever of the business.

In a case before the committee all the evidence that either party deems material, may be submitted as fully as could be done in a case in equity in court. The members of the committee would be fully competent to decide as to the material value of the testimony offered. The expense of having the case decided by the committee is merely nominal. No time need be wasted in attending the hearing of the case, because there could be no technical advantage taken by a lawyer on either side. After a careful consideration of the testimony offered, and the application of the established rules or customs of the trade, the committee, unrestrained by legal technicalities and unhampered by want of knowledge of the subject matter, would more probably arrive at a conclusion, just and equitable to all interested parties, than could possibly be expected by a jury having no previous knowledge of, or experience in similar transactions.

It seems reasonable to presume that a system of arbitration, properly arranged and carefully conducted, with due respect to the rights of all, will be the most effective means of lessening the differences between dealers in grain transactions.

I believe that when arbitration of matters pertaining to the grain trade has been given a trial, has been in operation a sufficient time for its results to be understood, all who have differences will prefer to have them determined in that way, rather than to apply to the courts for relief, and instead of a considerable number of claims being allowed to drag along, as now, the differences will be settled and the parties to them will continue business relations.

I also believe that an effective and consistent plan of arbitration will be more far reaching and beneficial to the trade than simply the adjustment of the differences submitted to the committee. As has been stated usages or customs to be effective, must be fixed and uniform. The principal features of all contracts for the purchase and sale of grain are quite similar, varying somewhat of course in minor details. Being so largely alike in their general character, rules might be agreed upon which would constitute the basis of such contracts. If trade rules are adopted and they together with what are regarded as customs of the trade, are interpreted by the arbitration committees and by them decided, how they shall apply to, and what effect they shall have on transactions, customs of the trade would become established and made clear, as could not be so well done in any other way.

All members of the National Association, as well as the members of the several state associations could be informed by the Secretary of their respective association, of the decisions in the cases submitted, of what customs are in force, of the rules adopted and of the interpretation of them by the committee. All association members

could then have a reasonably clear understanding of the meaning of contracts and of their rights under them, and could in most cases know what to expect from a decision by the committee.

Trade rules and customs having become established and their meaning defined, the result would be, less friction, less disputes and much less trouble.

Arbitration to be productive of the most good should be made compulsory.

Mr. J. L. McCaull, President Minnesota and South Dakota Association, Minneapolis, moved that the portions of Mr. McCray's address, relating to the life work and death of Mr. Peavey, be referred to the Committee on Resolutions, with instructions that it be embodied in the report of the committee. The motion was seconded and carried.

President Lockwood introduced Mr. John O. Foering, President of the Chief Grain Inspectors Association, who read the following paper on "Uniform Inspection of Grain."

### Uniform Inspection of Grain.

Mr. President and Members of the Grain Dealers National Association:

It gives me great pleasure to be with you to-day by reason of a request from your worthy secretary to address you on the subject of "Uniform Inspection of Grain." I presume that his reasons for such request were on account of the position I hold in connection with the Chief Grain Inspectors' National Association, and by reason of the independent position which I now occupy, no longer being chief inspector, and therefore not amenable to any particular body or corporation as to my views on the subject matter, which I shall discuss in as few words as possible.

This is not a new subject with me. There may be some members of the Grain Trade present here to-day, who can recall my efforts of some twenty-four years ago to, have the different exchanges appoint committees to confer and establish uniformity in the inspection of grain. I personally visited each exchange and met with the grain committees. The subject was thoroughly discussed, but the final decision of the majority was, we want the trade, and our grades are made so as to attract the grain to our particular market. In a measure this same policy is in existence to-day, and will continue indefinitely unless this association or some other power can bring enough influence to bear upon the authorities in control of the grain exchanges and warehouse commissions to get them to adopt some plan whereby the ills that now exist and perplex the trade will be corrected and a system of uniform inspection inaugurated that can be properly regulated and put in force; one that will not only protect the shipper and buyer of cereals here, but will also restore confidence with the foreign buyers. So much has been said on this subject in the past regarding the irregularities and incompetent administration of various inspection departments that I shall not consume your time with matters in that direction. Most of us have read of it, and I am sorry to say many of you have felt the effects of the pecuniary losses sustained by said irregular grading. I will only bear on the point as to what the chief grain inspectors have tried to do; what they have done, and what they would wish to do towards establishing uniformity in the grading of grain. Up to some 30 years ago regular authorized grading of grain was unknown, and it was not until October, 1901, at your annual convention held at Des Moines, Iowa, that any number of grain inspectors ever assembled.

The bringing together of the judges of grain evolved itself in the mind of your worthy president, Mr. Lockwood, who thought that it would be of service to the trade to have the chief inspectors of the several markets attend that convention and make a display of samples representing the various grades of grain in force in each of their markets. The responses to that request were many, and the display of samples, it will be remembered, exceeded all expectations and proved to be very entertaining and instructive to all who were present.

The eleven chief inspectors who attended the convention, believing that benefits would accrue to the trade from such action, promptly organized and formed a national association.

The following prominent grain cities were represented: Chicago, Philadelphia,



Baltimore, St. Louis, Kansas City, Mo., Kansas City, Kan., Toledo, Buffalo, Cincinnati and Kingfisher, Okla. The objects for which the association was formed were:

"For a closer intercourse between the chief grain inspectors of the United States, with a view of preventing those differences which often arise, when a misunderstanding of the customs of the various markets exist; and to advance the general interests of the grain trade by a more intelligent application of the grades and standards established in the different cities. Also for social business intercourse this association was founded." The secretary was instructed to communicate with the chief inspectors of all markets in the United States, not represented at that meeting, and invite each to become members of the organization. Since that meeting, I am pleased to announce, that every chief inspector has shown his approval of the work the association has in hand, by becoming affiliated with us.

Each inspector was requested to bring the action of the association at Des Moines to the notice of those in charge of their respective departments for the purpose of having the same ratified.

When that meeting adjourned it was with the provision that the president should have the authority to call the chief inspectors together at such time and place as he deemed best, for the promotion of the work of the association.

On December 9th, 1901, I issued the following call for a meeting, a copy of which was mailed to each inspector in the United States and the Canadas, members and non-members of the association.

The success attending the formation of the Chief Grain Inspectors' National Association by the acquisition of several new members since the meeting in Des Moines, Iowa, in October last, assures me that the time has arrived for the association to meet and take some action toward the accomplishment of the objects for which it was formed. I would therefore suggest that a meeting be held in Philadelphia during the month of January, 1902, and that each inspector have prepared minimum samples (say not less than one-half bushel) of each contract grade of grain in force in their several markets, and forward them to Philadelphia in time for said meeting. Said samples with the approval of the association to be submitted to a committee of chief grain inspectors for their review and classification. They, in turn, to select, with the general good of the trade in view, such samples as in their good judgment should be the minimum of the contract grades, and should such samples be confirmed by the association that duplicates of each grade so confirmed be furnished to each chief inspector to be by them submitted to their several grain committees and warehouse commissions for adoption or rejection.

The month of January for various reasons not suiting a large number of the inspectors, the date was changed to February 13th to 15th, at which time 16 chief inspectors and chief deputy inspectors responded to the roll call, representing the following grain centers: St. Paul, Duluth, Minneapolis, Chicago, St. Louis, Kansas City, Mo., Kansas City, Kan., Detroit, Cincinnati, Toledo, Indianapolis, Baltimore, Buffalo, Boston, New York and Philadelphia, nearly every grain center of any prominence.

Each inspector present and a few absent ones forwarded and had placed on exhibition at the "Philadelphia Bourse" a very fine display of minimum type samples of the various grades of grain.

The inspectors were tendered a most hearty welcome by the officers and members of the Commercial Exchange, and they were hospitably entertained in various ways while in the city of Philadelphia by the same body.

Meetings were held each day during the session of the convention; by-laws were adopted, and during the course of the meetings much discussion on various subjects, particularly that relating to the grading of grain followed, and was of a very interesting and instructive nature. Committees were appointed to select the minimum type samples for the various contract grades of grain, which were referred to the convention by the chairman of each committee, and after some discussion they were approved, subject to the approval of the several exchanges and warehouse commissions with the understanding that unless such samples were unanimously adopted by all exchanges and warehouse commissions they should not be binding on any market.

Sets of the adopted standard samples, eleven grades in all, were sent to twenty-five chief inspectors in the United States to be by them submitted to their authorized bodies for approval or rejection.

The question of the rules for grading came up for discussion, and owing to the differences existing in the wording applied to the various grades in the several markets, a committee of one on each class of grain was appointed to formulate new rules, which will be presented for the consideration of the chief inspectors now in convention here.

As a result of that meeting, I beg to state that while the replies received were not as numerous as I had hoped for, thirteen in all, it gives me great gratification to announce that favorable action on the type samples presented was taken in whole or part by twelve of the authorized bodies. The only exchange dissenting by letter, and that in a very emphatic manner, being the New Orleans Board of Trade. The first exchange to adopt the samples in their entirety and confirm the action of the Chief Grain Inspectors' Association was the Commercial Exchange of Philadelphia.

I cannot but feel encouraged by what was accomplished by our association in the short space of four and a half months after the first meeting in Des Moines, when you take into consideration that in nearly thirty years since the inauguration of official grain inspection, no concerted action had ever been taken towards accomplishing the reforms you are so sadly in need of in this line.

While the chief inspectors who attended these meetings have not been entirely successful in obtaining the full endorsement of their appointing bodies, by securing their approval of the standard type samples for the contract grades of grain that they have submitted, they hope that they have opened, graded and partially paved the way, so that by some definite action which may be taken by this large body of representative grain dealers here present, the road of progress may be completed, on which you can drive the vehicle of reform to the end of the route without mishap, and secure a just and honest grading of grain that will be uniform throughout the United States.

The chief inspectors being appointees only and having no control in the establishment of the grades of grain, feel that they have gone as far as they have any authority by the recommendations they have made to their several controlling bodies, and the matter is now referred to the grain dealers who must carry the agitation to the several exchanges and commissions if the object sought for it to be obtained.

Considerable has been said in regard to the national government assuming, through the Agricultural Department, the responsibility of the grading of grain and the control of the regular warehouses. Only as late as the 28th of November last this matter was agitated by publication, in which it was stated that two important recommendations were to be submitted to Congress in December following, by the industrial commission involving suggestions for national legislation. One was to the effect that Congress was to be urged to pass a law providing for the inspection and grading of grain, and the other was to augment the powers of the Interstate Commerce Commission to regulate warehouses, etc.

The commission was to recommend concerning the inspection and grading of grain the following: "In order to prevent manipulation of grades by warehouse men and other dealers in grain it is proposed that a national grade be established as a basis, all grain grading above or below that grade, to be sold at a premium or a discount. It is believed this would result in saving to the farmer some part of the profit which now goes to the middleman."

The other proposal was "That the terminal elevators should be placed under the control of the general government, and that inspectors should be appointed at public warehouses to prevent warehousemen from trafficking in or mixing grain or from keeping the better qualities of their customers' grain and delivering the poorer quality."

The suggestions expressed in these recommendations, in my opinion, are absurd. Inspection under state supervision has been tried in four states and no better results have been obtained, if as good, as when the same departments were under the control and direction of the Boards of Trade.

How can we expect any better results should the National Legislature secure control of the appointing of the inspectors?

And, further, should the national government prohibit the mixing of grain, as proposed, where is the poor farmer to come in, should he have the misfortune to raise a crop of grain that should be of an inferior quality? By stopping the proper mixing of grain it would necessarily stop the demand for off grades, and place the farmer at the mercy of the feeders. I have always maintained that the mixing of the high grades with the inferior grades of sound grain is perfectly legitimate and honest, and that no one was injured by such processes, if the average standard was maintained. But this work I also maintain should always be done under the supervision of the duly authorized inspectors, if done in the regular warehouses, so as to prevent any mixtures of decidedly unsound grains.

I think it to be almost the universal opinion of the grain dealers in this country that political interference with the inspection of grain is not desired, and for the information of the members of this association and the trade at large, I will state that to obtain the opinion of the foreign buyers of our cereals (from whom complaints have been received at various times by the Agricultural Department at Washington, and by several of the exchanges at the Atlantic and Gulf ports in reference to the poor quality and condition of some of the cargoes of grain arriving abroad) as to whether they were in favor of our national government assuming control of the grain inspection of this country or not, by request the following letter was mailed to a number of the leading buyers of grain abroad. It speaks for itself:

Philadelphia, March 14, 1902.

"Dear Sirs:—We enclose under separate cover for your information, minutes of proceedings of the first annual convention of the Chief Grain Inspectors' National Association, held at Philadelphia February 13th, 14th and 15th, 1902, from which you will note there is a practically unanimous disposition among our chief inspectors to adopt a system of uniform grading. Of course their action is only suggestive to their several governing exchanges and warehouse commissions, but it is hoped that these bodies will, as a unit, approve and adopt the standards proposed by the inspectors."

We also hand you printed report of testimony before the industrial commission, of Frank H. Hitchcock, chief of section of foreign markets of the Department of Agriculture of the United States, the pages of which, especially 32 et. seq. may be of interest to you."

The agitation on the part of our government, which this testimony indicates, while it is doubtless timely, is yet forestalled by the action of the chief inspectors, who appear to be proceeding in a very practical way, and are qualified by experience and special knowledge to bring about more speedily the best results.

The two movements are quite distinct, but there has been nothing inharmonious between the promoters of each. The government would probably be well satisfied if the action proposed by the inspectors is agreed upon.

Our merchants generally on this side, we think, are opposed to the introduction of political methods into our grain trade, the promotion of which we trust will ever be free from the motives which so often harmfully effect management of political institutions.

We would be glad if you would favor us with an expression of opinion regarding the desirability or undesirability of uniform inspection, and will you kindly state whether you would prefer to have the administration of it in the hands of the government or under the management of a commission of expert inspectors, governed by the rules and regulations of the trade itself.

This letter brought forth answers from quite a large number of foreign buyers of grain, and I will read a few of them to show the extent of their interest and feelings on this matter.

One Liverpool correspondent writes: "We are decidedly in favor of a uniform inspection of all grains at the various shipping points and we consider that it will be most desirable to have the administration of it entirely free from all political influences."

Another Liverpool representative writes: "The reports enclosed of the Chief Grain Inspectors' National Association's meetings and the industrial commission show that you have fully realized how unsatisfactory the present methods are. We certainly think a uniform inspection desirable, and like your merchants, we would be opposed to the introduction of political



methods into the grain trade, but we do think the sooner you have some higher tribunal than an individual, at an inland point or the port of shipment, to regulate and check the inspection, it will be the better for every one, American or British. Mr. Hitchcock's testimony is clear and straightforward, there is not a word of it we would criticize from this side. We cannot but admit the great difficulties ahead of you, the enormous territory you would have to cover, the variety of interests, but they are difficulties our American cousins are quite capable of overcoming. Let me instance what upsets all our calculations at times: Chicago and many other important markets, as we all know, are careful of their own particular standards, and will allow no abuse of their certificates, but individual firms in Chicago and elsewhere are not so careful of the certificates of other points, inland or seaboard, and if they see a weak spot in the armor of any particular inspection they go for it with disastrous results to the poor importer. Such abuses should not be possible, for after all it is the general body of exporters on your side that must ultimately lose most heavily by them, although we get the first knock."

And still another from Liverpool writes: "We have carefully read through the document and we wish you every success in your efforts to promote a uniform inspection of grain. It is this, in many cases—unreliable nature of the inspection certificates—that has proved the bete-noir of English traders. Many American centers as well as the Canadian port of Montreal have in days gone by, victimized our people—and there still exists much uncertainty as to the value of that bit of paper attached to documents, which we designate as certificate. Therefore you have the best wishes of all concerned in your efforts to establish closer relations between yourselves and a thorough understanding of the general interests of the grain trade."

From Londonderry a correspondent writes:

"The pamphlet containing the proceedings of the first annual convention of the chief grain inspectors received and found it quite interesting and instructive. I venture to think the proposition that your inspectors of grain adopt a uniform grading throughout your country must meet with the approval of the importers on this side and conduce to greater confidence in buyers that they will get shipped what they buy and pay for. The whole matter seems to be gone into in fullest detail by Mr. Hitchcock's evidence, and puts before readers on this side in a lucid and concise manner, not only the methods of inspection of grain, but the reason why some cargoes of maize especially, arrive on this side more or less out of condition."

With regard to government inspection, in lieu of the prevailing practice, this I look upon as a moot question having its disadvantages, and no doubt having some advantages as well. From the standpoint at this end of the line it does not look to give importers increased confidence in your shipments, grading or inspection being controlled solely by government officials.

In the first place these are apt to be selected by political patrons, and if so, may be chosen not so much on account of their fitness or qualification for the particular duty they are supposed or expected to exercise, as for political partisanship resulting naturally in more or less moral delinquency, and this aspect of the case is to be deprecated.

In the second place, inspectors chosen by your Board of Trade, consisting as they do, of level headed business men, who know practically what is wanted and from personal knowledge can judge of the intrinsic qualifications or experience of candidates for such office or appointment, and which no government selection could equal; should be the right man in the right place.

From Rotterdam we have:

"I am of the opinion that uniform inspection will be very desirable, and that administration of it under management of a commission of expert inspectors governed by rules and regulations of the trade will be preferable to the administration in hands of government."

A Duisberg correspondent sends the following:

"Your news has been rather interesting. I am of opinion that the business would become much easier if there would be a uniform inspection, and hope we will get it soon."

From Hamburg we receive this:

"It is our opinion that it is very desir-

sirable to have uniform inspection, and there only exists one single standard of each quality. This would simplify the trade considerably, and buyers on this side would certainly consider it a boon to know that a quality they got from one port is the same as that from another. We further think that the administration ought to be put into the hands of a commission of expert inspectors. We think a commission is better qualified than the government."

From an Amsterdam letter the following is quoted:

"Regarding the inspections I am of the opinion that it would be highly desirable that these are uniform, and I am furthermore of the opinion that the administration under the management of a commission of expert inspectors, governed by rules and regulations of the trade itself, is to be preferred to government management."

From Anvers the following is quoted: "The system of uniform inspection will certainly be desirable from the standpoint of the buyers and though it will be of no importance for them, how this result can be obtained, I think that the way in which the Chief Inspectors' National Association is proceeding appears to be a very useful one which will give entire satisfaction."

"As it is the general interests of the trade to remain as independent as possible from political institutions, I prefer to see the inspection in the hands of a commission of experts governed by the rules and regulations of the trade itself."

From Manchester we have:

"I am pleased there is a likelihood of more uniformity in quality of different American wheats, and hope it will be conducive to better business."

London says:

"It will be a very great improvement if the grades throughout the United States can be made more uniform, as it ought to create a better demand for the seaboard grains than hitherto."

Ipswich says as follows:

"We think this move will be very beneficial to the English importers, as it is very important for us to know when we are buying No. 2 mixed corn, although it may not always be shipped from the same port, that it will come about the same quality."

Other letters were received from correspondents in Ipswich, Leith, Glasgow, Berlin, Copenhagen, Bristol, Sligo and many other points in the United Kingdom and the continent, and all contained expressions continuing in the same vein, which show that the foreign buyers are thoroughly awake and anxious for better results in the out-turn of their purchases from this side.

Having furnished you with this statement of what the chief grain inspectors have endeavored to accomplish, as well as the expressions of the views of the foreign buyers on this subject, I cannot close my remarks without adding a few suggestions and explanations as to how and in what manner this work can be taken up by your body and pushed to a successful issue. I know that many grain dealers (for I have met some of them) will argue that uniformity in the grading of grain can never be accomplished, owing to the vast number of varieties of each kind of grain and for other local causes.

This, in my opinion, is a very lame argument, as I contend that wheat that grades No. 2 red winter in St. Louis should and ought to grade No. 2 red winter in Chicago, New York, New Orleans or any other grain center, and this should apply to No. 1 northern spring wheat or any other contract grade of grain at all seasons of the year, excepting corn, which is, as we all know from experience, subject to climatic and other influences, especially during the germinating period, in the months of May, June and July (but I will take up this particular grain later on). Returning to the question of wheat, oats and rye, I feel that uniform rules for grading and type samples for these contract grains, can be adopted, and if graded by competent and intelligent inspectors, the grain should on arrival at destination (barring damage from local causes en route) be given the same classification and grade as that given by the inspector at the initial point of shipment "except where error is shown to have been made, in which case appeal can be taken." My reasons for not including corn in the above are as follows:

It is a well known fact to you all that the contract grade of corn is No. 2, and that Chicago and New York are the only markets that deal largely in futures in that

grain. This of course necessitates both of these markets to carry throughout the year large stocks of this cereal, and of necessity, by reason of this particular state of affairs, and the perishable nature of this grain, the inspection must be more or less rigid, the inspector having at all times to keep in view weather conditions at time of inspection and unloading, the season of the year, and the quantity of grain held in store, etc. At the seaboard outside of New York, this state of affairs does not, nor has it, existed for years, Baltimore, Boston, Philadelphia and other seaboard cities, seldom carry large quantities of corn in store for any lengthy period. When corn is moving freely to those points, shipments abroad are active, and the stocks are continually freshened by new receipts. This enables these markets to be more liberal with the inspection. It is also well known that the reputation for the satisfactory out-turns for their corn shipments abroad, has been maintained for years, and it is also well known that at certain seasons of the year, a very large percentage of corn that grades No. 3 in Chicago, is forwarded east and grades No. 2 on its arrival there, and gives entire satisfaction to the foreign buyers. Such being the case and taking into consideration the peculiar condition of affairs existing in the two markets first mentioned, I believe the best proposition that I could offer to solve this problem would be to have a grade of No. 2 corn adopted that would fill the necessary requirements of the trade in general and not for local interests, and I believe that such a grade should be established and with care exercised in the grading can (except during the months previously mentioned) be subject to the same conditions as to confirmation of grades at destination, etc., as the other grains.

Now as to how this plan can be put in operation, allow me to suggest what has evolved itself in my mind, which may possibly assist you.

First. Bring pressure to bear upon the legislative bodies of the several states where the inspection is controlled by warehouse commissions to have the inspection laws repealed and place the control of the inspection with the boards of trade or exchanges, the members of which are more capable of managing a business that they are thoroughly conversant with and better qualified to pass upon the qualifications of the chief inspectors and their deputies.

Second. Continue the present Chief Grain Inspectors' National Association and add to its membership the chairman of each grain committee in the United States. Let this body constitute a grain inspection bureau, with powers to establish rules for the grading and adoption of minimum standards for the contract grades of grain. The inspection departments to remain under the control of the various boards of trade and exchanges as now in the majority of grain centers.

Third. Let there be a selection by the chairman of the grain committees of such experts in grain as they think qualified to act as an arbitration board, to settle disputes that may arise on the grading between and in the different markets, and also to see that the adopted standards are maintained in the several markets.

Fourth. Establish a sample bureau where on application standard samples may be procured by the trade of the minimum grades of grain that have been adopted.

I have this in view so that any dealer who lacks knowledge or experience will be in a position to familiarize himself with the grade requirements, and will be enabled to discriminate in his purchases from the producer as to quality and educated as to the classifying of his grain so as to obtain contract grades at the terminals.

The government is expending this year \$270,000 in its work of distributing seeds, a large part of which is for educational purposes. Why should not something be done to educate the dealers of grain in some of their trade requirements, and bring them closer to the departments upon which they have to rely so much for justice?

The question will arise—Where are the funds to come from to inaugurate and carry on this work? My answer is, let there be a per capita tax put upon the membership of the different boards of trade and exchanges, and in due time if success should attend your efforts, let the government lend a helping hand, as I am confident the benefits to be derived by the agricultural interests will warrant the granting of government aid.

Mr. Grimes: The paper just read by Mr. Foering before this Convention was a very valuable one. I think that the Grain



Dealers National Association is now under very many obligations to this National Inspectors Association. They are endeavoring to do something that will undoubtedly reduce their revenue, but will be largely to the benefit of the grain men of this country. I think this Association should now, either by motion or by referring it to the Resolution Committee with instructions for that committee to bring in resolutions that are applicable to the situation or take action.

Mr. Seeds moved that Mr. Foering's paper be referred to the special committee, of which Mr. Yantis is chairman. There was no second to the motion.

J. A. King: As chairman of the Committee on Resolutions, I will see that a resolution is prepared on this question and presented to the Convention.

J. W. Snyder: I move that the paper be referred to the Resolution Committee. The motion was seconded and carried.

President Lockwood: The next on the program will be Grain Corners, by F. O. Paddock, Toledo, Ohio, who spoke as follows:

### Grain Corners.

*Mr. Chairman and Members of the National Grain Dealers Association:*

I am glad to meet with you in the beautiful City of Peoria, the second in population and commercial importance in the great State of Illinois. I say great, because in natural resources, in diversity of industries and in agricultural wealth, if not just at the present time the greatest, I believe she is destined to become the greatest State in the Union; she was the home of Grant, the greatest military commander of ancient or modern times, of the immortal Lincoln, the grandest statesman whom the world has known, and Chicago, the wonder of the world for pluck and enterprise, which is so rapidly increasing in wealth and population, is her chief city. In the presence here today of the men who handle the surplus products of the great agricultural States, I want to pay this slight tribute to my native state, for though I live in Ohio, where Mark Hanna does things, and am now a loyal Buckeye, I am also a "Sucker," and for the first thirty-three years of my life was a resident of the Sucker State. At this particular season "When de frost am on the pumpkin, and de fodder's in de shock," I love her best. My earliest boyhood recollections are of her waving corn and golden grain fields, her meadows of timothy and clover bloom, her melon and pumpkin patches, for I was reared and matured on the bosom of her broad prairies, and I am proud to own it. "Breathes there the man with soul so dead, who never to himself hath said, this is my own, my native land." I am down on the program to talk to you a short time on the much "cussed" and discussed subject of "Grain Corners." You all know what a corner is, and most of you know a rail fence corner from a corner in grain. What I have to say will be from the standpoint of the country shipper, and the merchant who handles cash grain, both for spot and future delivery. My firm owns and controls a line of elevators in the country. We operate terminal elevators at Toledo. We do not speculate any more than is necessary in buying large quantities of grain from day to day, and so hedge our purchases until we can put the grain on the market to the consumer either at home or abroad. We are dealing in grades that are accepted as standard all over the world, Chicago included, when they are not running a corner, and that market being recognized as the largest for all kinds of grain, in the world, we have naturally for many years, done a large share of our hedging there. We have not attempted to hammer the market, nor sell what was not ours, yet we have run into half a dozen corners in two years in doing a strictly legitimate grain business, and had to buy in our hedges at a loss, when if there had been no corner, our grain that was good enough to ship to any market in the world, and would under ordinary conditions have graded in Chicago, but like hundreds of your shipments, failed to grade No. 2 because Phillips or Patten or Harris Gates was running a corner. Let me give you the history of a shipment of forty thousand bushels of corn to Chicago last July. We selected and cleaned three cars, and shipped it up to Chicago; it graded No. 2. We followed this with five cars more which graded No. 2. We then loaded thirty-two cars with more care, and with better corn than the first two small lots; two cars graded No. 2 and the rest No. 3. You know how it was yourselves; there was too much of it to suit the manipulators. The Appeals Committee was called in, the Chief In-

spector said if it was cleaned and handled it would grade No. 2. We ordered that done at an expense of about seven hundred dollars, and then it was graded No. 2, but July had declined from 90 to 50 cents by the time the cleaning process was completed, and we shipped the corn to our Southern trade at the loss of cleaning and freight. The Century Dictionary gives this definition of a corner—"A monopolizing of the marketable supply of a stock or commodity, for immediate or future delivery, generally by a secretly organized combination, for the purpose of raising the price; as a corner in wheat." Let us keep this definition in view as we proceed with our discussion of the subject. When I was little chap so high—I remember playing a childish game called "Pussie wants a corner" and thought it great sport, but after seventeen years experience in the grain business, and as rather an old singed cat, I have concluded I don't like the game, and as Irishman said of reforms in politics, "I'm agin 'em." A grain corner in Chicago affects the great commercial interests of the whole country, just as a cancer or blood poisoning does the system—it poisons all the life-giving and health-producing conditions of all the arteries of the grain trade, from the producer to the consumer, and must be done away with if we hope to regain and maintain normal conditions in the business on the legitimate basis of the law of supply and demand. Why do we organize and maintain our Boards of Trade and Exchanges in the primary markets? As I understand it, they are for the purpose of marketing and handling the large surplus crops of the country. With great elevator capacity for the storage of grain, with cheap water transportation during the season of navigation, the large volume of business done at the lowest minimum of expense, all these are the facilities by means of which the products of the farmer in the west and northwest, are brought to the consumer at home and abroad, and they are perfectly right and proper means to use, but I maintain they should not be perverted and turned into legalized gambling dens for the benefit of a few rich speculators; let them continue to be the commercial highways by which the legitimate grain trade of the country may travel without being held up, and your money or your life demanded every thirty or sixty days. A Chicago man, the head of one of the largest grain and elevator firms there, said to me a few days ago, "Paddock, a man cannot do business as a merchant these days, he must be a nimble trader if he does not get caught in corners and manipulated markets." He said, "We cannot hedge with safety in our own market, even though we operate regular elevators." A few days later Sells Bros. & Forepaugh's circus came to town, and of course my good wife and I took the children to see the animals, but as they had seen them a number of times, "that was a short elephant soon fed with peanuts," and we passed into the circus where the only "Diavalo" was to loop the loop on a bicycle. I watched him with a good deal of interest, for the loss of his nerve or the swerving of an inch might cost him his life, and I said to myself, "That's just about what I'm doing every day, trying to hedge corn and wheat in Chicago; I have turned from a grain merchant into a commercial acrobat." After nearly two years of it, I have about decided to go out of the circus business and quit hedging in Chicago.

Much has been said and written about reckless short selling by bears, of grain they do not own and never expect to deliver, and the depressing influence that such selling has on the market, and the right of bulls to buy all they can take and pay for. I do not dispute the rights of either, but isn't it just as true that the reckless buying by bulls, of millions of grain they do not expect to get, but that is bought with the hope and expectation that it cannot be delivered, is even more depressing, for as delivery day draws near, and the bull finds he will get his grain according to contract, he dumps his load on the market, often causing a bigger slump in one day than the persistent hammering of bears for months. The laws of supply and demand has, and always will regulate the over selling of the market, but such laws bear no relation whatever to a cornered market.

Cash grain in the country, as you all know, bears little or no relation to the contract made in "A corner," no matter how good the quality, and the farmer or country dealer rarely if ever derives any benefit whatever from a corner. A cornered market prevents the free movement of the contract grades in the usual commercial channels; it becomes congested and brings trouble to all classes of buyers of actual grain; they are kept out of the market while prices are inflated beyond consumption values, for while manipulation is in the air, no one in the cash business, neither the elevator man nor the exporter, the miller nor interior New England dealer, can trade with any degree of safety

or satisfaction in a "cornered" product. What then shall we do with our contracts? Repudiate them, resort to injunction, plead the baby act? Never. I believe with every honorable man in the grain business, and there are thousands of them here who will agree with me, that a contract is a sacred covenant and should be carried out to the letter. But I also believe there is a way to enable every dealer in grain to fulfill his legitimate contracts without the market being manipulated, and corners being run every thirty or sixty days. What then is the remedy? If I was a politician making a political speech to my constituents, I would say, "My fellow citizens," but as I have a word to say about politics to my friends who are here from Illinois, I shall address them as "My fellow suckers," and say how long, oh! Lord, how long, will you continue to be taken in for "Suckers," by allowing the inspection of grain in this great state to remain a creature of politics, and regulated by political influence. Just as long as you permit this state of things to exist, just so long can you look for grain corners and manipulated markets. Grain men of Illinois, if you are not in politics, get in; get elected; you can do it; go to the legislature as members, and stay there long enough to take the inspection of grain out of politics, and keep it out. You do a great injustice to the other members of this Association, both from the west as well as from the east, if you do not change and properly regulate the inspection of grain in the Chicago market. I am sure the Chicago Board of Trade would be glad to appoint a committee to regulate the grading of grain, who would be under the control of their Board of Directors, and I know if such an Inspection Committee was composed of three receivers or commission men, three elevator owners or operators and three exporters and shippers, they could and would establish grades that would be satisfactory to every one concerned, and the grading in would be somewhere within gun shot of the grading out and corners become extinct.

The other remedy I would suggest is this—make the commercial grade your contract grade, for certainly grain that is good enough for millers, for consumers east and west, good enough to ship to New England, to Europe, to South Africa and the islands of the sea, is good enough for any man buying grain for future delivery, whether for actual use or speculation; and I know of no good reason why any man, or set of men running a corner should demand or receive any higher grade than the one most in use for commercial and shipping purposes. Right here I want to say a word about Toledo. We have discovered from our records that 75 to 80 per cent of our receipts of corn grade No. 3 yellow, and as that is our commercial grade, our Board of Directors by unanimous vote, decided to make No. 3 yellow the contract grade on and after October 1st. If there should be a section of territory that raises mixed corn, the seller can, by specifying it at the time of the sale, make a contract for No. 2 mixed corn for future delivery, and then if he cannot ship corn that will grade No. 2, he has the option of buying No. 3 yellow on the market and filling his sale of No. 2 mixed. This is right in line with the suggestion I have just made, and will certainly prevent manipulation and corners in Toledo.

What has been the history of grain corners in the Chicago market during the past eighteen or twenty years. Let me mention some of them briefly as they have occurred to my mind. "Old Hutch" was reputed to have had more cash in the bank than any man in Chicago; the amount is said to have been 8 to 10 millions. He put September wheat to \$2.00, and died in poverty. Jack Cudahy had three to five millions in bank in 1893, and before the summer was over, and his corner ended, he owed two and one-half millions dollars. Joe Leiter is said to have cost his father seven millions in the greatest deal ever attempted. Coster & Martin went broke after putting corn to a dollar a bushel. Philips and his blind pool met their "Waterloo" in May, and I have had it intimated that the Harris-Gates crowd are some two or three millions behind on their July corn corner. Let me add this word of warning to other manipulators of grain. "The goblins 'll get you yet if you don't watch out." And so most of the great attempts to corner the grain markets have run their course and failed, and left a path of ruin in their wake. The only really successful corner that I know much about, was managed by a man named Joseph some 3,600 years ago in Egypt. The record states "He gathered corn as the sand of the sea, until he left numbering, for it was without number," and the famine was over all the face of the earth, and Joseph opened all the storehouses and sold to the Egyptians, and to all the people of the land; and when his brothers came down from Canaan he filled their sacks, supplied their need, and gave them his blessing. You know the story. I read in the old book that, "He that withholdeth



cern, the people shall curse him," and I am firmly of the opinion that "grain corners" are a curse to the trade from every point of view; they are contrary to the natural laws of commerce, and should be stamped out; they are contrary to the law of the land, and should be declared illegal by every court from the justice of the peace to the supreme court at Washington. I also believe the time is coming when we must consider more and more, the question of ethics in business, in banking, in commerce, in manufacturing, in mining and in all our great financial, industrial and agricultural affairs. Grain corners, I am sure, are neither in accord with the law of God, nor the example of the Man of Nazareth, who taught us the greatest of all laws, human or divine, the "Golden Rule."

Mr. Paddock was interrupted in his address by frequent applause. In response to the vociferous applause at the close of his address, Mr. Paddock arose and said: That is the first speech I ever made, whereupon he was the recipient of more applause.

Jay A. King announced that the Committee on Resolutions would meet at 7 o'clock p. m. at the headquarters of the Iowa Association.

The President announced that the Committee on Nominations would meet immediately upon the adjournment of the session.

President: The next on the program is Hedging of Cash Grain, by Homer H. Peters, of Chicago. The audience greeted Mr. Peters, who had come all the way from New York to get to the meeting, with great applause. Mr. Peters spoke as follows:

### Hedging Against Cash Grain.

Mr. President, Ladies and Gentlemen:

I cannot say that I feel complimented because of having been invited to address you on the subject of "Hedging Cash Grain," for if there can be found in all the literature, ancient or modern, a combination of three more prosy words, I fail to comprehend their origination. The subject that is usually so suggestive of dryness that it could be safely lodged in a powder mill, and yet it is as inexhaustible as the air we breathe, and after having spoken for at least ten hours per day for thirty days, one could only have been considered as through with the introductory remarks. So at the best, at this time, I can only give you a few passing thoughts; a few quotations, as it were, from the commercial world's great storehouse of experience.

It has been suggested to me that the opportunity for fun in handling this subject was very great. It has even been intimated to me that a comedian could find great sport in its consideration, but my friends, it is, in my opinion, a subject of the most solemn sort, and I fear not that many of my hearers will agree that instead of being a vaudeville show with many comic parts, it has proven on many occasions a continuous performance, working nights and Sundays, and with no amusing parts to interrupt the solemnity of the performance.

Who is it that hedges cash grain? Is it the dealers of this, the great Middle West and the Northwest? No, my dear sirs, the area covered by these people is limited only by the boundary lines of civilization. The merchant of far off Rosario in the Argentine Republic is in daily touch with Chicago, as are also the subjects of the Czar in the distant Russian Capital, and when we mention the less distant cities of Continental Europe, then we speak of those who are in such close touch with market conditions here as to have frequent transactions every trade day in the handling of their regular business. And, as for the great cities of the United Kingdom, her merchants are in as close touch with the daily business on the Chicago Board of Trade as are the people in the United States west of the Rocky Mountains. So you must realize that hedging cash grain not only is a question for us—this little bunch of humanity called the "Grain Dealers National Association"—but it is of great interest to the entire commercial and financial world. The merchant in far off Argentine starts to hedge the minute the grain begins to accumulate, as it is tiered up in sacks along the railways awaiting transportation to tide water; the European buyer hedges during the process of marketing his purchases; the miller hedges to protect him whilst finding a market for his

flour, and so it goes, a sort of endless chain. Thus, my friends, you can readily appreciate the fact that we of the Middle West, and of the great valleys of the Ohio and Mississippi, are a small factor in the hedging of cash grain, as great as we are in its production.

Now, let us speak of matters near home. "What is the best hedge?"—is one of the questions I am asked. I answer by saying—"the best hedge is that which does not require to be bought in." That is to say, sell your grain for shipment 20, 30 or 40 days, and fill your contracts or make honorable settlement. It, of course, not infrequently happens that grain contracted is not, or cannot be made, available for shipment perhaps in many months, so then the prudent conservative dealer wants protection—a sort of insurance, as it were, against possible loss on his investments, and whether this is possible must depend on whether he has purchased wisely, or whether the price at which he has contracted is higher than could be obtained for delivery several months hence, plus storage, insurance, interests, etc. As, for instance, a dealer will in December or January buy ear corn for cribbing, and is so enthused, and has his keener sense of business judgment so warped by the prevailing spot or cash values, that he dissipates any possibility of a hedging profit by paying more at home for corn than a sale of May could possible net. Grain men are not always wise. We all know how some men will, if able to market a single car of grain at a fancy price, jump in and contract a hundred cars on that basis, and then find to their financial sorrow that the demand was immediate and urgent and only a few cars required. And so it goes. Many farmers have profited by the one man's misjudgment, so, if in the general regulation of mankind it is meet and just that one man should suffer for the benefit of many, then such methods should be accounted as proper, although easily regarded as bad management.

There can be no fixed rule for hedging. All depends on the crop conditions, supply and demand, and whether the nearby property is at a great premium—whether stocks at points of accumulation are safely large. Again, when crops are large, and the movement to points of accumulation overtops the demand, and the great public storehouses are full to overflowing, existence of such a condition; and, on the other hand, when the great and all wise Providence causes crops to fail, and the great storehouses have poured forth from the abundance to meet this condition, then the bulls are to blame, and much wailing and gnashing of teeth goes abroad in the land. So between the acts of Almighty God and the much vaunted public warehouseman, there is always a grievance.

So much then for the position in which the country grain merchant finds himself. Now, how about the exporter, or the great distributor of vast millions of bushels of grain to the whole Eastern world. He must hedge in some manner; he cannot always make such transportation arrangements—both by land and sea—as will enable him to buy for immediate shipment. Neither is it at all times possible to obtain the required grain, so he must need then to go into the open market and make such contracts for future delivery as will best meet the requirements of his buyers. I have personally known of many millions of bushels of grain to have been contracted for future delivery, and in a single month, and by one firm, the entire quantity sold to the United Kingdom and Continental merchants for specific shipment from the Atlantic Seaboard. Suppose now, through the operations of the elements, or other unexpected and unforeseen agencies, the selling parties to these contracts to him—the exporter—cannot deliver? What is Mr. Exporter going to do? Some people's ideas of validity of contracts and their value of commercial honor might answer, "Just scratch the trade, it's all off," but, gentlemen, we are thankful that the general character and high mindedness of the large majority of the grain merchants, city or country, all over the civilized world, puts to rout any such flippant and uncommercial suggestion. The exporter then must make good in money consideration—not only the adjustment with his European buyer, but must also make just and honorable settlement with the steamship people for space contracted for and unfilled. You see then, this transportation proposition you cannot hedge, so when your risks appear to you at times to be great, they are of small moment to the risks of those whom we may justly characterize as "the world's distributors." In conclusion, then, do not hedge against cash grain in "off" years.

President Lockwood: The next on the program is Why Track Bidders Should Confine Their Purchases to Regular Grain Dealers, by W. S. Washer, Atchison, Kan.

Mr. Washer read the following paper:

### Why Track Buyers Should Confine their Purchases to Regular Grain Dealers.

The subject assigned me for discussion before you to-day is one that is as old as Grain Association work in itself. Every member of the trade here present will doubtless recollect that there has never been a meeting of a Grain Association ever held under the canopy of the skies, that some luckless mortal has not been assigned the discussion of this same subject. However, it is one of great importance to us as grain men, whether we be receivers or shippers from local points. We will consider the theme in four different relations. First, the question of responsibility of dealers who are regular or irregular, whether receivers or shippers; second, the relation of the question to general association work; third, in reference to the modern commercial tendency, and fourth, as relating to the ideal condition of the future.

The question of the general responsibility of receivers who persist in bidding irregular buyers and who refuse to confine their quotations to those regularly and legitimately in the trade is first brought to our notice. Experience would teach us to believe that firms that indulge in indiscriminate bidding are largely firms who are themselves not entirely responsible. The fact of their making indiscriminate bids is in itself sufficient to lower their standing in the business world. They make contracts with irresponsible parties and then by virtue of default sustain losses that careful receivers do not have to stand. Or else they learn the lesson of rascality from their customer and default in turn. I do not believe that there is any dealer here present who considers for a moment that there is any good reason why track bidders should not confine their bids to regular dealers. This proposition is so plain on its face that reasons are almost superfluous and discussion futile. As grain men we are familiar with the impecunious scalper, the periodical scoop-shovel artist, or any other term that we may wish to apply to this class of parasites. They generally enter into the business with absolutely nothing in the way of reputation or finances. If they can prevail upon some gullible banking house to back them during the heavy movement of grain, thus embarrassing the regular trade, they proceed to make themselves a business nuisance, cause dissension between producer and regular dealer and create grief in general. Reckless by nature and with nothing at stake, they will make short contracts that have absolutely no standing, as there is no responsibility behind the contract when made. The foolish receiver who wishes to hedge against the purchases that he has made from these aristocrats of the scoop finds himself holding the sack, if markets prove unfavorable. A regular dealer has an investment at the station at which he operates. In most instances he owns his own elevator, his own home and has unquestioned standing in the community. He cannot afford to make contracts that he does not intend to fulfill, and if he is so unfortunate as to default is ready to settle manfully to agreed market difference. That there should have ever been a question of choice between these two classes of men is remarkable in itself. The receiving house that cultivates irregular trade is no whit better than the scalper of the country side-track.

We are gathered here to-day as members of the Grain Dealers National Association. We are here because we are interested in Association work and believe that it will be of pleasure, benefit and profit to us. If we are to be successful in our business it must all inevitably be based upon this proposition of confining our trade to men who are regular and responsible. Any of us who may be disposed to cultivate the other class of trade do so upon our own risk, and at the risk of undermining the foundation upon which Association work, and the present prosperity of the trade, rests. To preserve the integrity of Association work, to conserve those forces which are putting the grain trade of the country upon a higher, better plane year by year, to protect our mutual interests, and to further the cause of upright dealing, should be the mission of this Association, and the kindred Associations of the land. We cannot protect these mutual interests unless we protect the interests of the legitimate trade, the regular and responsible grain dealer, wherever he may be.

If we but look upon the general business world to-day it takes but a single glance from half-closed eye, to see that the modern commercial tendency is toward association of interests, concentration of abilities, and segregation and stimulation of activities, all concomitants of the modern business evolution. The grain business of the country is such a vast consideration, and its ramifications so numerous that it is rather improbable that the various interests will ever be gathered into what we are accustomed to call a "trust." But if we wish to keep pace with



the procession, if we wish to be abreast of the times, if we wish to be in the forefront of the great commercial army of the day, we must do so by allying ourselves together, giving each other the benefit of our experience and opinions upon subjects of vital interest, and by striving earnestly and honestly attain success. We should all become missionaries to heathen grain men and bring them into the fold. They will soon see the benefits they can derive from membership. There has never been a time in history when the commercial life presented a more interesting study than it does to-day. If we but take a birds-eye view of the enormous volume of business that is being transacted, it affords an opportunity for amazement and wonder. The modern business evolution is the most wonderful thing in world history. In the commercial life we are striving for success. Association is the keystone. A progressive spirit, an active normal mind and body, an ability to deal with absolute justice between man and man, are the elements which in their sum equal, "Success."

That the condition of the grain trade is immeasurably better than ever before is unquestioned. That these results have been accomplished through Association work is no less an axiom. That there are many conditions yet to remedy we must acknowledge. But let us hope that the question I have tried to discuss will never need to be brought up again. I sincerely trust that this existing evil will have been eliminated, and that the scalper, either in high or low circles, will have been relegated to uttermost oblivion.

That we may attain approximate ideals in our

trade relations is the hope of us all. Let us strive together for mutual good. Let us persuade our erring brother to come within the fold. Let us teach and practice fairness in our relations with each other. Let us do all in our power to raise our common trade standard to the highest possible plane. If we do that, if we strive earnestly and honestly toward that end, our Association will have been a means of excellent benefit to us all. It will have become a benefit to producer, handler and consumer alike. We will all of us be proud indeed to be members of the Grain Dealers National Association.

The President appointed the following Committee on Credentials: Geo. A. Wells, Des Moines, Ia.; E. J. Smiley, Topeka, Kan.; C. A. May, Minneapolis, Minn.

The Committee on New Members was requested to meet at Association headquarters, National Hotel, after adjournment.

A telegram was read from Mayor Rose, of Milwaukee, inviting the dealers to hold their next annual meeting in Milwaukee.

Mr. Grimes moved that the morning session be begun at 8:30 Friday, in order to get through with the large volume of business to be attended to before noon, as many wanted to leave early in the afternoon.

The motion was seconded by Mr. Baxter and carried.

The meeting adjourned at 4:45 p. m.

Mr. Harrison's address was interrupted frequently by applause.

President Lockwood: We will now have the treasurer's report, which was omitted from the first session. Mr. Wells then read the report, which is as follows:

### Treasurer's Report.

October 2nd, 1901, balance on hand..	\$ 194.42
Money received by Chas. S. Clark while acting as secretary in my place....	
Membership fees .....	80.00
Iowa Grain Dealers Association.....	100.00
Illinois Grain Dealers Association.....	136.00
Kansas Grain Dealers Association.....	84.50
Cut of Association emblem.....	.75
Dues from Mains & Reeve.....	.50
Sam Finney's dues.....	5.00
C. E. Erwin & Co.'s dues.....	1.00

Total .....	\$ 602.17
Total expenditure of Chas. S. Clark, acting in my place.....	44.90

Amount of money received from Mr. Clark .....	557.27
Present Treasurer received for memberships' fees .....	720.00
Contributions .....	10.00
Individual dues .....	1625.95
Affiliated Associations dues.....	1578.50
Deposits on arbitration cases which half will be returned.....	60.00

Total .....	\$4551.72
Expenditures were as follows:	
Office supplies .....	\$ 106.64
Secretary expenses, car fare and hotel bills .....	209.57
Printed matter and stationery..	203.44
Office rent.....	120.00
Exchange on checks.....	.35
D. Hunter, trip to Kansas City	10.00
W. R. Mumford, expense attending National Hay Association convention as delegate .....	25.00
Room rent and chairs for secretaries' meeting .....	15.16
Office furniture .....	63.75
Secretary's bond .....	10.00
President's bills .....	86.39
Telegrams .....	23.20
Stenographers' salary .....	432.03
Postage .....	225.00
Secretary's salary .....	2500.00
Deposit with Central Passenger Association .....	17.00
1535 badges .....	25.53
120 delegate badges.....	9.60
Arbitration deposits to be returned .....	30.00

\$4112.60

Cash balance on hand.....\$ 439.12

The adoption of the treasurer's report was moved and seconded and it was so ordered.

President Lockwood: It has been suggested to me and in the form of a request that Mr. Foss, who is here and wants to leave soon, give us a short talk on what the National Association has done in some of the terminal markets in regard to protection of cars while standing on track and the protection given them.

Mr. H. A. Foss, Chicago Board of Trade Weighmaster, spoke as follows:

What I know about National Association work is wholly confined to Secretary Stibbens. Of course, interest has been taken by different members of the Association, but I have come right in contact with Mr. Stibbens and everything that I know about him would, if told, greatly flatter Mr. Stibbens. He is a man that is willing to get up at five, be at work at six and is willing to go anywhere and do anything at any time for the Association.

The thing that has occurred to me, and it may occur to you, in regard to police protection is this. There are three departments to a railroad, the traffic, the operative, and country grain dealers all know, the claim department. The traffic as I understand it, are generally trying to increase the earnings of the railroad by increasing the tonnage of the traffic. The operative is trying to increase the earnings of the railroad by decreasing the help or other expenses. Now by decreasing the help they are decreasing the police protection. If they can give a policeman two or two and a half miles of

## FRIDAY MORNING'S SESSION.

The last session of the convention was called to order at 10 o'clock by President Lockwood, who introduced Mr. Wm. B. Harrison of St. Louis who delivered the following address on Improved Weighing Methods at Terminals:

### Improved Weighing Methods at Terminals.

The all-important and endless solution of terminal weights again falls to the St. Louis representation to digest. And while I feel the task worthy of the subject, I appreciate the fact that I am poorly fitted to do the subject justice. This question has been familiar to me for the past 35 years, and I am fully aware that many ways and means have been provided and suggested for the improvement of terminal weights.

Very many admit that the service is not what it should be at many of the large markets, but how to improve it is what we are all trying to find out. St. Louis has been subjected to many very unjust criticisms in her way of handling in and out grain, but we disclaim any guilt so far as the oversight is possible under the provisions of the St. Louis Merchants Exchange. When we run up against the political machinery of the great commonwealths of Missouri and Illinois, we find it a very hard proposition. We are however managing to keep in favor with the good officers of Missouri, and they are now apparently willing to help us correct any evils in the service. We believe on the west side of the Mississippi River, St. Louis can show as delightful service as can be found in any large grain center.

With competent men stationed at all receiving houses in St. Louis, we do not hear of any complaints for unloading weights, but in our little suburban town in East St. Louis things with us are very different. The weighing bureau of St. Louis, with authority from our Merchants Exchange, had placed supervisors of weight at all the elevators, mills and warehouses in East St. Louis (except two), and the service was in every place working satisfactory to all parties, both receivers and shippers. But the conditions were not satisfactory to the political powers that be in the great state of Illinois. Possibly after 30 days of uninterrupted service in East St. Louis, we, the Weighing Bureau, were notified by the High Chief of the Illinois State R. R. and Warehouse Commissioners that they would themselves take charge of the weighing in East St. Louis, and notified our warehousemen not to allow any of the servants of the Merchants Exchange to look after the weighing or even enter the elevators in an official capacity.

They claim this their exclusive DUNG HILL and did not want any of our company, and at once appointed deputies for weighing in East St. Louis, apprehending that some revenue might escape that should go into the fund of the political authorities.

And here you observe we are up against a big proposition, and we are now looking about for a way to proceed with our work as first taken up. And we will appeal to this National Convention to take such steps as they deem best to enable the work to proceed as originally intended. We will not forget to call the attention of the Convention to the fact that while the obstacle that has been placed at East St. Louis disturbs our service, where the revenue is insignificant compared with that great and world renowned grain center (the great City of Chicago) has not been disturbed and will not be in spite of their assurance to us that they will place their own weighers in all the elevators in Chicago.

In the first place Chicago will not allow this to be done at this late date and I now remind you that this law making this state oversight possible has been in force since 1883, nearly 20 years old, and no attempt to use it until poor old East St. Louis and the St. Louis Merchants Exchange undertook to improve old methods. This may be somewhat of a diversion and going into local affairs, but I take it that St. Louis, being the second largest grain market, that this body is more than anything else interested in St. Louis getting the right to handle and care for the grain shippers and buyers from every section of this great country.

But to get down to the solution of this very important question and the most vital now before the grain dealers in every location in this country. We take it that the elevator will alone solve the question, and every consigned or sold car should be stipulated that settling weights should be through elevators, supervised by some official with Board of Trade authority to do the weighing. Not only is it imperative to have elevators for handling grain but every railroad who are large carriers of grain to terminal markets should own or control elevators on their own tracks, or make free delivery to belt line elevators.

Those of you who are younger than some of us will live to see the day when state legislation will demand that these grain carrying roads shall build elevators at their terminals for rapid handling of grain. The per diem car rules are helping the roads very much and so far St. Louis has handled with less friction the largest grain trade in her experience without any apparent congestion. This is in evidence on the improved methods, and while this is new and has some objections, it will be improved and further be helpful to the trade.



track when he only ought to have half a mile, they are decreasing the operating expenses of the road, consequently, they figure they increase the revenues of the road. I say that every hundred pounds of grain that is stolen, leaked or by any manner leaves the car, from the time it is loaded until the time it is unloaded decreases the traffic earnings of the road. One hundred pounds will amount to probably a decrease of from five to fifteen cents, and I believe that if they have proper police protection, the increase in the traffic earnings of some railroads would more than pay them in the increased traffic for the extra salaries they would have to pay the police. This thing, I think ought to be considered by the National Association and presented to the proper managers of the different roads.

It would be, I think, useless for me to say anything further in regard to the National Association or the work it has done. I think you all fully realize by Secretary Stibbens' report what he has done. The results will show whether or not Mr. Stibbens' work has been for the interests of the grain dealers. Now, in regard to the situation at St. Louis, I would like to say a word. I think that we ought to stand by St. Louis weights just as much as we can consistently. St. Louis can ask no more favors than they are willing to give. One man can ask no more from another than he is willing to give and all you want, and all the grain trade want at St. Louis is value received. This is all you want at Chicago or anywhere else. It is a question whether a willing incompetent or an unwilling competent man is the best. In either case, the more you enter into politics, the more unwillingness you have whether it is competent or incompetent. This is one thing you ought to consider. There is nothing that breeds honesty like an honest business. If you have an honest man at the head of politics you may positively know there will be some honesty in politics and that is the only way I can see to look at it. If our political affairs are not handled honestly and well, you had better cut them out of the grain business and the sooner you cut them out the better.

The president announced that the special committee on Mr. Yantis' paper would report.

Mr. Rogers of Philadelphia: I move that the paper which has been read be heartily endorsed by this association.

The President: It will be necessary for this resolution to be referred to the Committee on Resolutions.

With Mr. Roger's consent the paper was referred to the Committee on Resolutions.

The President: The Committee on Trade Rules, of which Mr. Eckhardt is chairman, will now report.

Mr. W. N. Eckhardt in behalf of the Committee on Trade Rules made the following report:

### Rules Governing Sales of Grain on Track.

On all contracts for the shipment of grain sold on track or to arrive, the rules, by-laws and regulations of the market named in the terms on which acceptance is made, shall govern in settlement. In case no rules, by-laws or regulations are regularly established, the following rules shall govern:

**No. 1. Confirmation.**—It shall be the duty of the purchaser to mail to the seller on the day of purchase, a confirmation in writing, giving the number of bushels, kind of grain, railroad and point of shipment, terms, price, time given for shipment, also billing instructions in keeping with the rules of the railroad on which the shipment is to originate at time of sale, kind of cars to be loaded, and any other points the purchaser may deem worthy of mention. It shall also be the duty of the seller to confirm sales in writing on day of sale, setting forth the number of bushels sold, kind and grade of grain, railroad and point of shipment, price, time within which grain is to be shipped, terms and agreement to abide by all other conditions named in the card or wire bid. On receipt of confirmation, both parties to the contract shall carefully check all terms named therein, and in case of any differences, notice must be given at once by wire or in writing.

**No. 2.—Time for Shipment.**—Specific number of days for time of shipment or arrival on all contracts should always be mentioned. Shipments within any number of days shall mean to include day of sale, Sundays and legal holidays. On contracts maturing on Sundays or legal holidays, shipment shall be made on preceding business day. "Immediate shipment" shall mean that the seller has three days in which to load and bill grain, including Sundays and legal holidays. "Quick shipment" shall mean within five days with the same specifications as above. "Prompt shipment" shall mean within ten days, with the same specifications as above. Where no time is specified, it shall be understood to mean ten days shipment. On failure to furnish billing instructions as above specified, the seller may, on reasonable notice to the buyer, have the right to sell out the grain at best advantage for account of the buyer, and the latter shall be responsible for all loss incurred. Time for shipment within the limits named in the contract shall be at the seller's option unless otherwise specified.

**No. 3. Billing Instructions.**—In case grain is sold for "immediate" or "quick shipment," purchaser shall wire billing instructions unless same shall be understood or given in mail bid or embodied in wire bid. In case sales are made for "prompt" or any specific number of days other than above indicated, mail billing instructions as provided in Paragraph 1, will suffice. Billing directions on grain sold may be changed, where such change does not prejudice the interests of the seller, or involve additional risks.

**No. 4. Shipment.**—Should the seller find where his contract provides a specific time for shipment, that he will not be able to fill the sale within the time specified, it shall then be his duty to advise the purchaser by mail, wire, or 'phone, of the probable deficit, at which time the purchaser may elect to cancel, extend time of shipment, at either the original or agreed price, or advise seller that he will be obliged to buy in said deficit in the market for which the grain is sold to the best advantage for his—the seller's account—and render a statement accordingly; and on contracts providing a specific time for arrival, the buyer may elect to cancel such contract or any balance that may still be due; or it shall be his duty to cover the contract or any deficit on same, basing the deficits on shippers weights or estimates; and wherever shippers weights or estimates are not given, on his own fair estimate of the contents of the cars that have been applied on the contract.

**No. 5. Demurrage.**—The seller shall be liable for any demurrage charges accruing on grain billed to "shippers order" occasioned by the purchasers not having B-L in hand, so that he could have given disposition of said grain.

**No. 6. Samples Sales.**—It shall be the duty of the seller of grain by sample to deliver grain fully up to sample, shipment to be made according to the terms of contract. The inspection committee or some duly authorized committee of the market to which the grain was billed, shall pass upon such shipments, providing purchaser shall refuse to receive same upon contract on account of quality. Should said committee decide that grain tendered was not up to sample, it shall be the duty of seller to adjust difference satisfactorily with purchaser; in case of failure on part of seller to adjust promptly, the grain shall be subject to his order. The buyer shall then elect to cancel an equal amount, or buy in for account of the seller a like quantity on the original contract, but must give notice at once to the seller of his action. The seller must also provide for immediate payment of any drafts made against shipments that may have been refused.

**No. 7. Loading.**—It shall be the duty of the seller of grain on track, or to arrive, to load all cars in keeping with the rules and regulations of originating railroads, and to be liable for any charges accruing by non-observance of same.

**No. 8. Terms.**—The word "terms" shall mean weights and grades guaranteed by shipper in market in which grain is billed, as agreed upon at time of sale.

**No. 9. Telegrams.**—The sender shall prepay all telegrams unless by agreement party to which same is addressed has previously consented to pay for such messages.

**No. 10. Acceptances.**—Wire and 'phone acceptances to mailed track bids, must reach the office of the bidder within the limit of time specified therein. All wire bids or offers should give time limit for acceptance.

**No. 11. Surplus Shipments.**—All surplus shipments on track sales or sales to arrive, shall be handled according to rules of the market to which the grain was billed.

**No. 12. Regular Market Terms.**—By "Regular Market Terms" the trade shall understand official inspection by an official inspector of some Board of Trade or State Inspection Department, and Board of Trade or Regular Exchange or disinterested public weights shall govern.

**No. 13. Interior Shipments.**—No grain sold on regular market terms shall be forwarded by purchaser to interior points without the consent of the seller.

**No. 14. Invoice.**—It shall be the duty of the shipper of all grain to mail purchaser or cou-

signee on day grain is loaded, an invoice of such shipment, setting forth the car initial and number, kind of grain, actual or estimated weight, price if to be applied on sale, amount of draft drawn and how billed. All Bs-L attached to invoices or drafts must be in proper form, and the buyer shall not be responsible for the payment of drafts, or for delays occasioned by the forwarding of irregular or improper Bs-L by the seller.

**No. 15.** On all contracts for grain based on regular established grades, the tender of sulphured or so-called "purified" grain shall not be considered valid, and in case such shipment shall be made on contracts, the seller shall forfeit his rights under the same, and the buyer may at his discretion elect to cover such open contracts or balances necessary to fill, without further notice to the seller, who shall be liable for any loss arising in such transaction.

**No. 16.** All complaints of violations or evasions or wilful neglect to comply with the rules and regulations herein set forth on part of either the buyer or seller of property, shall be referred to the Board of Directors, and subject to such discipline as they may elect.

Mr. R. S. Young of St. Louis moved the adoption of the report of the Committee on Trade Rules. The motion was seconded and carried.

In behalf of the Auditing Committee Mr. A. R. Sawers, of Chicago, made the following report: The Auditing Committee reports that they have gone over the papers included in the treasurer's report and found them correct.

Upon motion the report of the Auditing Committee was placed on file.

Mr. Wells, chairman of the Committee on Credentials, reported the different states entitled to the following number of delegates:

Ohio 12, Indiana 14, Illinois 19, Iowa 20, Kansas 13, Texas 7, South Minnesota and South Dakota 8, Grain Dealers Union of Southeast Iowa and Northwest Missouri 5, Oklahoma and Indian Territories 7.

The report was accepted.

A number continued to congregate in the rear of the hall and engage in conversation. As this caused some annoyance, Mr. W. S. Washer of Atchison, Kan., and H. S. Grimes of Portsmouth, Ohio, urged all dealers to come forward and take seats as very important business was about to be transacted. When these suggestions were complied with the president announced that the convention was again ready to proceed to business and the Committee on Nominations, through the chairman, J. W. McCord, Columbus, Ohio, submitted the following report:

For president, Theo. P. Baxter, Taylorville, Ill.; first vice president, H. S. Grimes, Portsmouth, Ohio; second vice president, H. H. Peters, Chicago; director at large, J. W. Snyder, Baltimore, Md.; directors, Thos. Costello, Maroa, Ill.; J. W. McCord, Columbus, Ohio; J. L. McCaull, Minneapolis, Minn.; L. Cortelyou, Muscotah, Kan.; Jay A. King, Nevada, Iowa; D. Hunter, Hamburg, Iowa; James Wellington, Anderson, Ind.; J. P. Harrison, Sherman, Texas; J. C. Robb, Kingfisher, Okla.

It was moved and seconded that the rules be suspended, the report of the committee accepted and the secretary instructed to cast the ballot of the association for the candidates named in the report.

President Lockwood called for the vote for president.

Sec'y Stibbens: Gentlemen, I take pleasure in casting the vote of this convention for Theo. P. Baxter of Taylorville, Ill., for the presidency for the ensuing year.

Mr. Baxter stepped forward and was greeted by hearty applause. He said:

Mr. President, Gentlemen and Brethren: Before I forget it I want to thank you heartily for myself and in behalf of the



Illinois State Association. I am not prepared to make any promises. I have been making promises more or less throughout my past experience and I have found it to my regret; and to the great disappointment of many of my friends, I have many times been unable to keep my promise. However, having been in association work for seventeen years, being connected with the organization of the Illinois Association, I can give you assurance of my earnest intentions and if any mistakes are made in the next twelve months, it will be a mistake of the head and not of the heart, I assure you. In 1896 a feeler was sent out throughout a number of states inquiring whether the time was opportune for a National Association, whether the dealers believed that the National could be organized and could be made of benefit to individual dealers. Responses were received from something like 200 members, soon after which a meeting was called in Chicago. I do not remember the number that convened on this occasion. I would say not to exceed twenty. The two hundred names referred to had promised a hearty support and had recommended that the National Association be organized. There you see promises were broken. Notwithstanding the little encouragement given it, the baker's dozen thought they would make an attempt, and, as you know, nothing is accomplished without attempt, the organization was completed and my friend E. S. Greenleaf of Jacksonville, Ill., was made president and without my undertaking to carry you along through the various years and various difficulties with which we have striven, it is sufficient to say that all difficulties have been surmounted, and we to-day stand, as I take it, the keystone to the arch of the great structure started and built by the state associations. I feel that the state associations cannot and would not serve its purposes without the national.

The principal difficulty with which we have met, and doubtless you all who have followed the work of the state association will appreciate this fact, is the lack of funds. We might have been what we are to-day years ago only for the lack of funds. There is something coursing through human nature which seems to require to demonstrate to them that you are going to help them before they help in any enterprise. The Illinois Association experienced this difficulty, and therefore, after several years of varied success, it was deemed best that we go to work and become practical, that we take our business experience into the association, that we say to the grain dealers of our state, within the boundaries of our organization, which composed perhaps one-third of the state in the central part, "We will help you. We will take our practical experience into your affairs," and we did so. We began that some four or five years ago and from that day forward, we grew and we are growing now, and our best growth has been this past year. Likewise we have had the same experience with the National Association. President Lockwood tells me that last year he had great fears and doubts as to the success which has been attained on account of lack of funds, but fortunately, and to your credit, the funds came and the good work followed. All of us agree that we have done good work, that we are now an organization second to no other in the country in importance and magnitude. Now if you as members will come forward with the funds, the cost will be very small to you and great good will come individually and as a body.

Gentlemen, I thank you, for the confidence imposed in me in placing me at the head of this good and glorious organization. I thank you!

President: We will now have the vote upon the first vice-presidency.

Sec'y Stibbens: I have now the pleasure of casting the vote of this convention for H. S. Grimes, Portsmouth, Ohio, for first vice-president for the ensuing year.

Mr. Grimes spoke as follows:

Mr. President, and Gentlemen of the Convention: I feel that I am, or should be, very derelict in my duty if I did not extend to you my sincere thanks. The speech I had prepared, however, was prepared to be delivered as President, but the situation is somewhat changed; in consequence I will not burden you, as it would perhaps be of no interest to you under the circumstances.

Again, I feel that it may at some time be my pleasure to preside in case of the absence of the President, and I want to

give you the assurance that if I ever have that pleasure at any time, I shall preside over you with the same—well, I cannot exactly express the way I shall preside—but I will do it in such a manner that I believe you will all feel perfectly satisfied with the situation.

I must say to you that the honor you have conferred upon me is one that I have and always shall appreciate. I can assure you that I will do as I have done heretofore; everything in my power to forward the interests of the Grain Dealers' National Association. I thank you, gentlemen, very much indeed, for this honor.

President Lockwood: The office of second vice president will now be voted upon.

Sec'y Stibbens: I now have the pleasure of casting the vote of this convention for Homer H. Peters of Chicago for second vice-president of this association for the ensuing year.

Mr. Peters: I did not come to this convention with any political aspirations and I have no speech prepared either for senator or vice president, but I feel highly honored for having been selected for the office of Second Vice President of this Association, and I can only say that whatever duties devolve upon me I will discharge to the best of my ability and will strive to further the welfare of this Association.

The president: The next is to vote upon the director at large.

Sec'y Stibbens: I now take pleasure in casting the vote of this convention for J. W. Snyder, Baltimore, Md., for director at large for this association for the coming year.

Mr. J. W. Snyder: Mr. President and Gentlemen: When I came into Peoria I had no idea of going away with this distinguished honor. I came here as a humble member of the Grain Dealers National Association. I will say to you that I have the honor of being the first member of this Association from Baltimore. At its first meeting I was elected member of the National Association, and the bill was sent to me afterwards without my knowledge. I believe the records will show that I have continued to pay my dues. As I stated I had no idea of going away from here with this distinguished honor. As it has been thrust upon me, it will be my endeavor to work on the outside in the saddle or anywhere I may be placed by the officers of this Association and its directors.

President Lockwood: The secretary will now cast the vote for the directory.

Sec'y Stibbens cast the vote of the convention for the following to serve on the board of directors: Thos. Costello, Maroa, Ill.; J. W. McCord, Columbus, Ohio; J. L. McCaull, Minneapolis, Minn.; L. Cortellyou, Muscotah, Kan.; Jay A. King, Nevada, Ia.; D. Hunter, Hamburg, Ia.; James Wellington, Anderson, Ind.; J. P. Harrison, Sherman, Texas; J. C. Robb, Kingfisher, O. T.

President Lockwood: These gentlemen have been duly elected to fill the office of directors for the coming year. We will now have the report of the committee on resolutions.

Mr. Jay A. King, Nevada, Ia., chairman of the committee on resolutions, submitted in behalf of the committee the following report, which was adopted:

#### KANSAS CITY BOARD OF TRADE.

WHEREAS, It is the object and purpose of the Grain Dealers National Association, to promote friendly relations among all classes of regular and reputable dealers engaged in the grain business and to advance the common interests of all such dealers, and whereas members of the Kansas City Board of Trade are prohibited from becoming members of the Grain Dealers National Association, because of a certain rule of their organization prohibiting its members from becoming members of any grain dealers association, and,

WHEREAS, Certain members of the Kansas City Board of Trade have indicated their willingness to become members of the Grain Dealers National Association, except because of violation of this rule,

RESOLVED, That the Grain Dealers National Association do hereby urgently request the Kansas City Board of Trade to repeal said rule and thus allow their members to become identified with the Grain Dealers National Association, and that a copy of this resolution be presented to the officers of the Kansas City Board of Trade for their consideration and action.

#### DELAY IN TRANSPORTATION.

WHEREAS, The delay in the transportation of grain from the interior of the country to the seaboard, which has prevailed during the past year, has caused severe pecuniary losses to both shippers and receivers, not only in the absorption of money necessary to carry the grain for an unusual period, but in its deterioration by long and close confinement in cars, and,

WHEREAS, The cry of "Scarcity of cars," which is so prevalent, arises not so much from an actual lack of cars but from the want of adequate storage and elevator facilities at the seaboard, thereby causing congestion and blockades which tie up thousands of cars and seriously cripples all the transportation companies, and,

WHEREAS, The ripening crop of corn promises not only to be very large, but of a quality which will necessitate quick transportation and prompt unloading at destination in order to preserve its condition,

RESOLVED, That the Grain Dealers National Association take such measures, through its proper officers, as will induce the railroad companies to remedy the transportation evils which now exist and to cause to be provided increased terminal facilities at the seaboard for the quick delivery and prompt unloading of cars on arrival.

#### INSPECTION PAPER.

RESOLVED, That we highly appreciate the valuable information given us by Mr. John O. Foering in his able and interesting address, delivered before this convention on "Uniform Inspection of Grain," a subject in which we are all vitally concerned.

We extend to him our sincere thanks for the kindly use of so much of his valuable time in preparing and presenting to us such a comprehensive and exhaustive paper on the subject.

RESOLVED, That we also appreciate highly the efforts of Mr. Foering to organize an Association for the purpose of obtaining more uniform inspection of grain, and we anticipate much benefit to the trade from the work of the Chief Grain Inspectors National Association.

#### MUTUAL INSURANCE.

WHEREAS, It is claimed by fire insurance companies, owing to the risk involved by them in writing insurance on elevator property and their contents that the revenue received from this class of risks, after deducting the expense of operation, has not compensated them for their losses, and

WHEREAS, In consequence of this condition a radical advance in fire insurance rates has been made on all lines of elevator risks and,

WHEREAS, It is concluded to be advisable and consistent to organize Mutual Fire Insurance Companies to participate with, and in connection with other companies, mutual and old line, in furnishing safe insurance to all applicants having proper risks on as reasonable a basis as may be consistent with the risk, and

WHEREAS, There is about to be organized a Mutual Fire Insurance Company to be known by the name of "The Grain Dealers National Insurance Co." to furnish mutual fire protection, therefore be it

RESOLVED, That this Association, whose members are purchasers of fire insurance, and finding the offering of such insurance limited, do believe there is a field open for the organization of good mutual insurance companies to carry risks on elevator property and contents but, believing it to be to our advantage as purchasers of insurance, and desiring the largest available offerings of such insurance we as an organization believe it to be unwise to endorse any special insurance company, or companies, which may present themselves, but to encourage and endorse all insurance companies which may tender us the most desirable and cheapest insurance. For this reason, be it further

RESOLVED, That as there may be some apprehension on the part of some and misleading to others it is requested and stipulated that the name of the proposed



organization for mutual insurance be changed so that it shall not be considered a part of, or as endorsed by this Association, but that its name shall be distinctive, and its own in every way.

#### PRESIDENT LOCKWOOD.

RESOLVED, That mindful of the earnest, continuous and able efforts of President Lockwood for the interest and advancement of this Association, during the two years just past, we extend to him our sincere thanks and assure him that we appreciate the good work of his administration of that office.

#### EX-PRESIDENTS LIFE MEMBERS.

WHEREAS, The President of this Association necessarily has to expend money and use much of his time without compensation for the benefit of this organization, therefore,

RESOLVED, That the outgoing President, all ex-presidents and all future presidents be made life members of this Association.

#### TERMINAL WEIGHTS.

RESOLVED, That we note with interest the action of the Indiana Grain Dealers Association in expressing approval of the system of weighing adopted at various terminals, which resolution is as follows:

We, the Indiana Grain Dealers Association, in convention assembled, this 3d day of October, 1902, at Peoria, Ill., heartily approve the exchange weighing bureaus in operation in Baltimore, Toledo, Chicago, St. Louis and Kansas City, and recognize the advantages of the same by the improvement in weights in these markets:

RESOLVED, That we use all of our influence in having similar bureaus established in all other markets, and ask the assistance of the Grain Dealers National Association in this move.

S. B. Sampson,  
A. E. Reynolds,  
H. C. Clark,  
C. M. Barlow,  
E. L. Carroll,

Committee.

#### IN MEMORIAM.

We are again forcibly reminded of the fleetness of time and the uncertainty of life by the death, during the past year, of those of our valued and respected members who have passed to the great beyond, and it is with sincere regret and sadness that we contemplate their departure from among us, and the loss to the Association by their demise.

The names of the members who have departed this life since our last annual meeting are:

#### MEMBERS OF THE NATIONAL ASSOCIATION.

Frank Hutchinson Peavey, of the firm of F. H. Peavey & Co., Minneapolis, died December 30, 1901, aged 52 years.

Sanford A. Scribner, member of the firm of Scribner, Creighton & Co., Chicago, died December 28, 1901, aged 60 years.

Dighton H. Winans, one of the directors of Hulburt, Warren & Co., Chicago, died January 10, 1902, aged 68 years.

Morris Rosenbaum, of the firm of Rosenbaum Bros., Chicago, died January 15, 1902, aged 65 years.

B. F. Glover, of B. F. Glover & Son, New Orleans, La., died May 18, 1902.

M. McSwiney, Dawson, Neb., died July 27, 1902.

The impression made upon us by the death of our highly esteemed member, Frank Hutchinson Peavey, is especially sad because of his presence with us at our last meeting, apparently enjoying great physical strength and without doubt very hopeful of many more years of useful life before him.

By permission that portion of Mr. McCray's address relating to his death is embodied herein, expressing as it does so well the thoughts and feelings of the members of this Association, that it should be preserved in our records.

"We, who were at Des Moines one year ago to-day will remember the pleasure we derived from the presence and from the paper read by that remarkable man, who was at that time, at the head of the cash grain trade of the world. It was with great sorrow that we read soon afterwards that he had been called from the activities of this life to that life in the great beyond. We deplore his untimely death. The sickle of time cut him down when his career was at its zenith. When he was about to witness the completion of one of the greatest achievements of his life. Frank H. Peavey is gone. His life work is over, but his ex-

ample and precepts will remain for our guidance. We will remember his words on that occasion and the slight associations we had with him will forever be a pleasant memory. The life and career of such a man will be an inspiration to many rising young men and will doubtless furnish an example which many will strive to emulate, and his life will shed an influence which will be reflected for years upon the trade in general."

#### AFFILIATED MEMBERS.

B. S. Tyler, Decatur, Ill., died July 27, 1902, aged 57 years.

W. M. Crowell, Raber, Ind., died March, 1902.

Geo. F. Wohlgamuth, Treaty, Ind., died September, 1902.

The memory of Mr. B. S. Tyler will be cherished by all who knew him personally, and by all of the members of his Association and many others because of his long, faithful and efficient work as Secretary of the Illinois Grain Dealers' Association.

The resolution of thanks to President Lockwood was adopted by a rising vote, and upon suggestion from Mr. Peters of Chicago three cheers and a tiger were given for President Lockwood.

The following report was submitted by the committee on constitution and by-laws:

#### REPORT OF COMMITTEE ON CONSTITUTION AND BY-LAWS.

Mr. Baxter: Your committee is entitled to your leniency for not having in proper form a report. The committee has instructed me to say that two of the members were not with us, leaving but three, all of whom were more or less engaged; therefore, we availed ourselves of the printed form given in the Grain Dealers Journal, suggested by our President and Secretary. We have gone over the suggestions and changes which they recommended, which I will now endeavor to give you:

### Amendments Proposed to the Constitution and By-Laws of the Grain Dealers National Association.

#### PREAMBLE.

We, the undersigned, being regularly engaged in the buying and selling of grain, and recognizing the necessity of a national association of grain dealers, do hereby associate ourselves in an organization, the object of which shall be the advancement and protection of the common interests of those regularly engaged in the grain business, the formulating of rules for the transaction of business and the promotion of friendly relations among legitimate grain men of the country; for the furtherance of that purpose we hereby create and establish this constitution.

#### CONSTITUTION.

##### Article I.—Name.

Section 1. The name of this organization shall be the Grain Dealers' National Association.

##### Article II.—Membership.

Section 1. There shall be two kinds of members, regular and affiliated. The regular members shall be given membership regardless of their membership in any other organization; the affiliated members shall obtain membership by reason of their membership in an organization affiliated with this association.

Sec. 2. Any person, firm or corporation operating a grain elevator, and engaging in the buying and selling of grain continuously in unorganized territory may become a regular member of this association. But upon the organization of an association in that territory such member shall be transferred to the local organization and thereafter shall be an affiliated member.

Sec. 3. Regular grain receivers, brokers, and track buyers who do not buy grain from grain scalpers, irregular grain dealers, transient grain buyers, nor scoop shovel men, may be admitted to regular membership on the payment of the regular fees.

Sec. 4. Each grain shipper who is a member of an association affiliated with this association shall be an affiliated member of this organization.

Sec. 5. No person, firm, or corporation shall be admitted to regular membership in this association unless he or it shall

receive a three-fourths vote of the whole board of directors. All members shall subscribe to this constitution and by-laws.

Sec. 6. Any person, firm or corporation, by virtue of being elected to membership in any state, district or local association, which is affiliated with this organization, will become an affiliated member of this association.

#### Article III.—Officers.

Sec. 1. The officers of this association shall be a president, first vice-president, second vice-president, secretary-treasurer, and a board of directors, composed of the president, secretary, one director at large, not a member of any state, district or local association, and one director from each state or local association having twenty or more members.

Sec. 2. In case a vacancy shall occur in the office of president, first or second vice-president, and the one director at large, the board of directors shall fill the same by appointment, to serve until the next regular election.

Sec. 3. In case a vacancy is caused by the death, resignation or expulsion of a director representing any state, district or local association on the board, the president of the association whose representation on the board is thus vacated shall appoint a successor for the unexpired term.

Sec. 4. The officers, with the exception of the secretary-treasurer, shall be elected by ballot of members at each annual meeting for the term of one year or until their successors have been duly elected and have qualified. The secretary-treasurer shall be elected by the board of directors.

Sec. 5. The election of officers shall be held at each annual meeting, and they shall hold office for the term of one year, or until their successors have been duly elected and have qualified.

#### Article IV.—Duties of Officers.

Sec. 1. It shall be the duty of the president to preside at all meetings of the association and board of directors, have a general supervision of the work of the association. He shall have power to call meetings of the board of directors.

Sec. 2. In the absence of the president, the first vice-president shall preside at all meetings of the association, and in the absence of both, the second vice-president shall preside, and in the absence of all three, the members shall choose some member to act during the meeting.

Sec. 3. It shall be the duty of the secretary-treasurer to record and preserve the minutes of all meetings of the association and of the board of directors. He shall conduct all correspondence, issue all notices of meetings to state, district and local association secretaries and regular members. He shall make a full report of the work of the association at each annual meeting, keep state, district and local secretaries and regular members informed of what is being done between meetings, and any other duties required of him by the board of directors. He shall collect all membership fees and dues due this association from state, district or local associations or regular members. He shall report the condition of the finances at each annual meeting of the association.

Sec. 4. It shall be the duty of the board of directors to look after the interests of the association between all meetings; follow the general policy outlined by the members at the annual meetings, transact the necessary business of the association, investigate all complaints that may come before them and work for their adjustment, make an annual investigation of the books of the secretary-treasurer. They shall have judicial power to act as a board of appeals.

Sec. 5. A majority vote of the whole number of the board of directors present at a meeting, or a vote by mail to the secretary, shall be valid action of the board.

#### Article V.—Committees.

Section 1. There shall be an executive committee, composed of the president, secretary and three members of the board of directors, to be elected by the board of directors.

Sec. 2. The president shall appoint a standing committee on arbitration of three members of this association, and such other standing committees as shall be authorized by the board of directors, or by the members at any annual meeting.

Section 3. There shall be an advisory committee to be composed of the several secretaries of all the affiliated associations. The chairman of this committee to be designated by the president of the association.



## Article VI.—Local Associations.

Section 1. Any state, district or local association composed of twenty or more regular grain shippers may be admitted to membership in this association by a majority vote of the board of directors.

Sec. 2. Such associations so admitted shall be accorded full executive, judicial and legislative powers, for the control of itself and members within its prescribed territory.

Sec. 3. State, district or local associations shall be entitled to be represented in the meetings of the National Association in the following manner: One delegate for each twenty members, and one delegate for each fraction of twenty members remaining. The delegates shall be entitled to cast one vote for each member they represent.

Sec. 4. Each state, district or local association shall select delegates to all meetings of this association, and the credentials of each delegate shall show the number of members he represents.

Sec. 5. Any member of this association not connected with a state, district or local association is entitled to attend all meetings of this association, and may cast one vote.

Sec. 6. When a state, district or local association is admitted to membership in this association, all regular members of this body who are regular grain shippers in its territory shall be assigned to such association without an additional membership fee.

Sec. 7. All applications for regular membership coming from any territory under the jurisdiction of a state, district or local association affiliated with this association, shall be referred to such association, and to secure membership in this association the applicant must become a member of the state, district or local association in whose territory he does business.

Sec. 8. Each state, district and local association or regular member shall be governed in all matters pertaining to this association by the board of directors; failure to obey the orders of the board shall make them liable to expulsion or suspension by the board, subject to an appeal to the members at the annual meeting.

## Article VII.—Amendments.

Section 1. This constitution may be altered or amended by a two-thirds vote of the members present at any annual meeting or by a two-thirds vote of the members of the board of directors, subject to an affirmative vote of two-thirds of the voting power present at the next annual meeting of the association. Alterations or amendments made by the board of directors shall take effect at such time as they may designate and be in full force until approved or rejected by the members at the annual meeting, as hereinbefore provided. Notices of any alteration or amendments made by the board of directors shall be mailed to each state, district or local association secretary and to each regular member at least thirty days prior to the annual meetings.

## By-Laws.

The only change proposed in the by-laws is the omission of Sec. 2 of Art. II.

## Article I.—Meeting.

Section 1. There shall be annual meetings of this association, subject as to time and place to the call of the board of directors.

Sec. 2. A quorum shall consist of delegates and regular members present, or by proxy, representing a majority of the members.

Sec. 3. The board of directors shall meet at such time and place as they may decide upon.

## Article II.—Expenses of Officers.

Section 1. This association shall pay the traveling and hotel expenses of the president, vice-president, secretary-treasurer and the director at large to all meetings of the association, board of directors, or any committee. Each state, district or local association shall pay all traveling and hotel expenses of its director and delegates to all meetings of the association and board of directors.

Sec. 2. This association shall pay the traveling and hotel expenses of all officers, directors and members of standing committees, when called to special meetings.

## Article III.—Salary and Bond.

Section 1. The salary and bond of the secretary-treasurer shall be fixed by the board of directors.

## Article IV.—Fees and Dues.

Section 1. Applications for regular membership, accompanied by an initiation fee of \$10, shall be made to the secretary and submitted to the board of directors. If receiving the vote of three-fourths of the whole board of directors, the applicant shall be admitted to membership. If the applicant is not elected to membership, his fee shall be refunded to him.

Sec. 2. Applications for membership by a state, district or local association in this organization must be accompanied by a fee of \$1 for each person, firm or corporation not already a regular member of this association. If application is not accepted, the fees shall be returned to the proper official.

Sec. 3. The annual dues for regular members shall be \$10, payable semi-annually in advance; half January 1, half July 1.

Sec. 4. The initiation fee for membership in this association for all new members who shall join any state, district or local association shall be \$1, in addition to the membership fees required by such association, and such fee, together with the name, location and number of elevators operated, shall be forwarded to the secretary of this association by the local association's secretary.

Sec. 5. The annual dues for members of any state, district or local association in this association shall be \$1, to be collected semi-annually, in advance to January 1 and July 1 of each year, by the secretary of the local association, and forwarded to the secretary of this association with the names of those who have paid.

## Article V.—Complaints.

Section 1. All the complaints or grievances of a national character should come to the secretary of this association from the secretaries of the local associations, unless the complaining member is a regular member, in which case it can be made direct to the secretary.

Sec. 2. All complaints and grievances submitted shall receive the prompt attention of the secretary, and, if necessary, referred to the executive committee, which shall make a thorough investigation of the case.

Sec. 3. Appeal from the action of the secretary, executive committee or any other officers of this association may be made to the board of directors.

## Article VI.—Arrears.

Section 1. Any state, district or local association or regular member who is six months in arrears for dues may be suspended from any benefits or representation in the association.

Sec. 2. It shall be the duties of all members to aid in protecting the interests of every member of this association.

Sec. 3. Any member of a state, district or local association, suspended or expelled for any cause, under the laws of said association, shall be recorded the same in this association; provided, however, if the offense is not in violation of this constitution and by-laws, the member may appeal to the board of directors of this association.

## Article VII.—Amendments.

Section 1. These by-laws may be altered or amended by a two-thirds vote in the affirmative of the members of the board of directors, or by a vote in the affirmative of a majority of the members present at any meeting.

A motion to adopt the report was carried.

It was moved that the report of the special committee on Mr. Yantis' paper be adopted. The motion was seconded and carried. The report is as follows:

## CIVIL SERVICE FOR INSPECTION DEPARTMENTS.

WHEREAS, The matter of the inspection and grading of the grain crops of the country on their journey from the bins of the producers to those of the consumers is a matter of such great importance not only to these great interests, but also to the trade through whose hands they pass in the course of this transmission, that the actual work of such inspection and grading should be entrusted only to expert judges of grain, carefully chosen, who should be so selected that they owe their appointment to no private influence, and who should be well paid and should hold their positions during good behavior and efficient service, and hence, be under no obligations to consider anything except their duty to the general public and be under the strongest possible obligations to discharge that duty well, therefore,

RESOLVED, By the Grain Dealers Na-

tional Association in convention assembled, that in all cases where the inspection and grading of grain is in the hands of the state authorities, we request the appointment and retention of all the employees of such department under the terms of a well considered civil service law, and that where the inspection and grading of grain at any market is in the hands of the local grain exchange, we request the appointment and retention of all the employees of such department under the terms of well considered civil service rules and practices, and that we further request that the shipping interests of the country at large be allowed representation in the supervision of the department.

RESOLVED, That the Secretary be and is hereby instructed to take in charge further correspondence with the parties hereinbefore mentioned and push to a conclusion the object of these resolutions.

RESOLVED, That the Secretary be directed to transmit a copy of these resolutions to the Governor, Secretary of the State, President of the Senate, Speaker of the House of Representatives, and heads of the department having charge of this work in all states where the inspection and grading of grain is in the hands of the state authorities, and also to send a copy to the President and Secretary of all Grain Exchanges, who control the inspection and grading of grain in their local market.

S. W. Yantis,  
E. W. Seeds,  
Edwin Beggs,  
Committee.

Mr. E. M. Husted of Buffalo invited the dealers to hold their next annual convention in that city. He said: I do not want to occupy your time, as it is getting a little late, but wish you to consider Buffalo for your next place of meeting. I sincerely hope you will give it your careful consideration. With Niagara Falls, the Thousand Isles, to say nothing of other natural attractions we could give you at Buffalo, we certainly hope you will give that place very careful consideration and we can assure you of our most earnest hospitality.

E. L. Rogers, Philadelphia: I move that a verbatim report of the proceedings of this meeting be published in book form and given wide circulation. Mr. Cortelyou seconded the motion.

After considerable discussion Col. Prouty moved that the motion be laid on the table and his motion was carried.

J. W. McCord, Columbus, O., presented credentials as a delegate, and extended greetings from the National Hay Association.

Col. Prouty: I move we adjourn sine die. Carried.

## Attended the Meeting.

ARKANSAS—A. J. Wilson, Jr., Fordyce. BOSTON—H. B. Moore; D. W. Ranlet; Geo. F. Reed; Thos. Ronald.

BALTIMORE—Jas. A. Clark; John M. Dennis; James C. Gorman; W. H. Hayward; D. Yulee Huyett; Geo. Jacobson; Walter Kirwan; Andy A. Kuhl; H. A. Lederer; Ed Netre; P. W. Pitt; John W. Snyder; J. Frank Ryley.

BUFFALO—E. M. Husted; T. J. Stofor; S. W. Yantis.

CHICAGO—F. D. Austin; W. P. Anderson; M. S. Bacon; F. M. Baker, Jr.; J. Beggs; T. W. Browning; F. M. Bunch; Charlie Case; Frank Cheate; W. M. Christie; Frank G. Coe; M. E. Cooke; B. L. Coon; L. B. DeForest; Frank J. Delaney; A. R. Dennis; Geo. B. Dewey; C. D. Dillon; H. F. Dousman; W. N. Eckhardt; Sam Finney; J. J. Fones; H. L. Goeman; C. E. Gray; S. H. Greeley; Geo. S. Green; Frank E. Gulick; J. R. Harman; W. M. Hirschy; Frank W. Hotchkiss; John F. Howard; J. H. Karstens; John J. Leonard; N. Lederer; A. W. Lloyd; J. P. MacKenzie; H. J. Patten; Harry Paynter; H. H. Peters; James Pettit; R. E. Pratt; J. W. Radford; Fred S. Smith; F. D. Stevers; J. J. Stream; C. H. Thayer; M. J. Timberlake; B. F. Traxler; G. I. Van Ness; M. L. Vehon; Sidney H. Warner; A. Wegener; Geo. A. White; Oscar White; J. S. Wiley; L. B. Wilson; F. E. Winans; A. E. Wood.



CINCINNATI—B. W. Dulaney; Alex Gale; C. E. VanLeunen.

COLUMBUS, GA.—Dan Joseph.

DECATUR, ILL.—H. I. Baldwin; T. A. Bone; H. M. Bragg; C. A. Burks; Newton Davis; W. L. Dumont; F. M. Pratt; H. H. Randolph.

DES MOINES—C. A. Tower; E. D. Hamlin; M. T. Russell; M. McFarlin; J. M. Brown; B. A. Lockwood; Geo. A. Wells; Lee Lockwood; C. F. McCarty; W. F. Morgan; E. L. Bowen; W. L. Shepard; J. W. Chambers; L. K. Deal; L. W. Gifford; R. W. Harper; C. H. Casebeer; W. G. McDougal; H. Talcott; L. Warren; Milo Ward; E. H. Martin; H. H. Ray; T. F. O'Leary.

ILLINOIS—A. V. S. Lloyd, Normal; E. S. McClure, Zorn Grain Co., Bloomington; C. B. Garard, Elvaston; Jas. Mahan, Mansfield; Peter McDermott, Crescent City; J. T. Geisthorp, Beason; H. N. Knight, Monticello; T. P. Baxter, Taylorville; F. N. Rood, La Rose; E. Cockrell, Jerseyville; J. P. Wrenn, Washington; W. S. Russell, Allentown; S. A. Hayward, Fremont; Ed. Kelley, Galva; Fred and John Rapp, San Jose; R. R. Meents, Ashkum; W. H. Coulthard, McClusky; H. C. Mowry, Forsyth; L. T. Hutchins, Sheldon; J. M. Ernst, Humboldt; F. Holzman, Grant Park; M. J. Hogan, J. A. Jamieson, Seneca; Ross Hockaday, Oreana; P. H. Hayes, Galesville; W. H. Williamson, Staunton; H. H. Newell, Bloomington; O. T. Wilson, Morris; Jos. Bruce, Marseilles; G. W. Bishop, Palestine; J. B. Carson, O. G. Hopkins, Perdue; A. W. Shepard, El Paso; E. F. Verry, Armstrong; Dean L. Moberley, Windsor; Wm. Ritchie, Chas. H. Faith, Warrensburg; Thos. Costello, Maroa; E. R. Ulrich, Jr., Springfield; J. R. Wagner, Metamora; V. P. Turner, Pekin; H. C. Goebel, Jacksonville; W. H. Council, Williamsville; J. P. Woolford, Galton; A. L. Hardin, Charleston; C. A. Dryer, Champaign; E. M. Wayne, Delavan; W. G. Ludwig, Secor; G. L. Merritt, Varna; A. V. Andrew, Alorton; Wm. Bader, Vermont; Wm. Buchholz, Melvin; J. F. Roadman, Lodge; R. M. Fuller, Fidelity; G. H. Hubbard, Mt. Pulaski; Samuel Mangas, Hartsburg; L. Lamoreaux, G. Foreman, Thawville; E. J. Wells, Pekin; V. P. Elmore, Edwin Beggs, Ashland; Geo. Mallett, Lombardville; J. H. Herron, Sidell; Harvey Defenbaugh, Reading; C. G. Sauer, Rutland; B. S. Williams, Sheffield; J. E. Hawthorne, Bloomington; Alex. C. Durdy, Ohlman; John B. Woodin, St. Joseph; P. A. Felter, Eureka; I. H. French, Champaign; J. A. Ellis, Deer Creek; Kaiser Bros., Farnell; J. W. Outhier, McCall; W. B. Barnes, J. L. Eddy, Amboy; Geo. W. Smith, Waynesville; D. N. Claudon, Meadows; C. L. Douglass, Ottawa; Wm. Noble, Foosland; Wm. Schumacher, Dwight; C. Vorhis, Windsor; H. T. Truby, Joliet; A. K. Knapp, Minooka; L. Hutchinson, Sibley; E. S. Greenleaf, Jacksonville; B. H. and C. C. McFadden, Havana; R. A. Ensign, Hudson; Geo. D. Montelius, Piper City; R. J. Riley, Forrest; Geo. C. Dunaway, Utica; R. G. Risser, Kankakee; L. E. Lackland, Chenoa; W. F. Banta, Ridge Farm; Henry L. Schmutz, Tremont; F. L. Ream, Lostant; Frank Bishop, W. W. Wilson, Sheldon.

INDIANA—C. G. Egle, Berne; M. C. Niezer, Monroeville; Willis Samuel, Boswell; D. A. Lawson, Pine Village; A. M. Ludeman, Wolcott; V. L. Anderson, Oxford; A. E. Reynolds, Crawfordville; E. R. Carroll, Decatur; Lloyd Million, Burnett's Creek; G. W. Friday, Idaville; Warren T. McCray, C. Rider, Kentland; W. S. Fries, R. R. Denny, Greenfield; H. C. Clark, Colfax; J. L. Schalk, W. H. H. Quick, James Wellington, Anderson; J. B. Newman, G. D. Reed, South Milford; Mrs. Morrison, O. J. Thompson, C. M. Barlow, Kokomo; Chas. Seward, Oakford; W. H. Houck, Amboy; W. W. Alder, La Fayette; J. M. DeBolt, Wolcott; J. S. Henry, Wingate; C. A. Monahan, Portsmouth; A. W. Loughry, Monticello; J. A. Washburn, T. J. Harrington, Remington; F. F. Summers, C. C. Harlan, Ambia; E. C. Laughlin, Boswell; J. J. Hollawell, Jamestown; W. B. Foreman, Glen Hall; O. G. Smith, Morocco; R. J. Greenhow, Vincennes.

INDIANAPOLIS—Joe T. Gehring; John R. Gray; B. B. Minor; F. M. Murphy; W. J. Riley.

IOWA—John Reidy, Winthrop; L. T. Spangler, Atlantic; B. T. Johnson, B. Swenson, Roland; Fred R. Delson, W. R. Mumford Co., Cedar Rapids; T. A. Kyle, Shenandoah; D. Hunter, Hamburg; G. H. Currier, Prescott; A. J. Zingre, Mason City; I. L. Patton, Dexter; S. B. Williams, Madrid; P. C. Carlson, Farnham-

ville; H. M. Schamel, Dallas Center; J. W. Smith, Lamoni; G. H. Elliott, E. M. Cassidy, Whiting; Jay A. King, Nevada; F. C. Wilson, Grinnell; L. G. Beale, Gilman; H. G. King, Mt. Union; L. H. Valentine, Mapleton; K. K. Liquin, Clinton.

KANSAS—L. Cortelyou, Muscotah; E. J. Smiley, Topeka; W. S. Washer, Atchison; T. T. Kelley, Edgerton.

KANSAS CITY—Kay H. Beach; D. W. C. Bower; Philip E. Burrough; G. H. Davis; John M. Flynn; F. C. Hoose; H. Lichtig; J. H. McLiney; H. L. Strong; L. B. Wilcox; C. W. Wright.

LOUISIANA—E. R. Jennings, Rogers, Bacant & Co., New Orleans.

LOUISVILLE—H. H. Bingham; A. Brandeis; Garnett S. Zorn.

MEMPHIS—C. D. Jones; Robert L. McKellar.

MINNEAPOLIS—E. A. Brown; C. A. Christensen; B. C. Crangle; W. H. Chambers; M. W. Lee; J. L. McCaul; A. E. Martin; E. J. Skewis; Rudolph Troendle; E. S. Woodworth.

MISSOURI—F. J. Wright, Moberly; J. E. Bridge, Slater; S. J. Leach, Salisbury.

NASHVILLE—J. S. Rose.

NEBRASKA—G. W. Lowrey, Lincoln; Geo. H. Lyons, Omaha; R. B. Schneider, Fremont.

OHIO—R. F. Chenoweth, London; O. J. Chamberlain, North Lewisburg; C. F. Barnhouse, Morral; C. R. Hunter, Mechanicsburg; A. A. Cunningham, Tiffin; E. W. Seeds, J. W. McCord, Columbus; H. S. Grimes, Portsmouth; H. Harris, Antwerp.

OKLAHOMA—C. T. Prouty, Kingfisher; H. Bird, Billings; E. M. Moss, Medford.

PHILADELPHIA—E. L. Rogers; S. C. Woolman, wife and daughters.

PITTSBURG—C. A. Foster; John R. Johnstone; R. S. McCague.

ST. LOUIS—S. S. Carlisle; James A. Connor; C. A. Dayton; W. K. Ewing; F. H. Gieselman; G. L. Graham; John E. Hall; W. B. Harrison; D. M. Houghtlin; W. H. Karns; H. F. Ketcham; Thos. K. Martin; S. T. Marshall; John Mullally; James M. Parrott; Eric Picker; Wm. J. Rae; Joe Sherry; E. R. Stevens; J. Vandolah; R. H. Wheeler; J. L. Wright; Robert S. Young.

SOUTH DAKOTA—J. B. Peterson, Sioux Falls.

TEXAS—J. P. Harrison, Sherman; H. B. Dorsey, Weatherford; G. J. Gibbs, Clifton; C. F. Gribble, W. O. Brackett, Sherman; S. H. Ransom, Ft. Worth; W. L. Pitts, Marshall.

TOLEDO—Harry Cuddeback; C. Knox; Fred Mayer; Fred O. Paddock; David E. Parsons; A. M. Rawn.

## Convention Echoes.

H. H. Lantz of Des Moines had a pocket full of floater insurance for sale.

G. T. Burrell of G. T. Burrell & Co., Chicago, was the only elevator builder in attendance.

H. S. Grimes of Portsmouth, O., wanted his friends to write to him and distributed neat celluloid stamp case.

SOUVENIRS.—G. H. Davis of The Ernst-Davis Grain Co., Kansas City, Mo., distributed a good lead pencil.

C. A. Foster, Pittsburg, presented his many friends with a handsome paper knife having his business card on handle.

A useful present in the shape of a pocket note book was distributed by Fred D. Stevers, representing Rosenbaum Brothers, Chicago.

The Peoria Board of Trade did itself proud. Everyone was well pleased with the way the local dealers looked after the comfort of the visitors.

Fred Mayer favored his friends with neat memorandum book bound in red morocco leather, presumably to keep account of his red letter prices.

There is little hope of Tanner of Illinois ever becoming a monk, for in the presence of a select circle of friends he emphatically refused to accept a hood.

Chicago's Board of Trade weighing department was represented by H. A. Foss, chief weighmaster; A. E. Schuyler, first assistant; Geo. J. LeBeau, second assistant.

Absent-minded McCord bot an umbrella and lost it in 14 minutes. But he was distanced by H. S. Greeley, who registered at the hotel and then paid cash for meal tickets.

Fred Friedline, representing the Weller Mfg. Co., Chicago, had a booth in inner corridor where he entertained many dealers with stories re the capabilities of Well-er machinery.

Toledo, "the largest seed market in the world," had the only seed exhibit. Mr. Frank W. Annin, chairman of Toledo Seed Committee, who was in charge, was ever ready to explain Toledo's grades.

S. S. Tanner of Minier, Ill., has pasted a new rule in his hat. It is "Never accept a filbert, French or other variety, in a crowd, and under no circumstances crack a nut of this kind with your teeth."

One of the finest souvenirs was a leather covered booklet bearing recipient's name, presented by Van Ness & Wilson of Chicago. On pushing at the end the book opened and proved to be a match safe.

TRAMPS—Messrs. Sawers, Finney and McCray are reported to have slept in the P. D. & P. U. R. R. yards and ate in a saloon. If they did they did not tell their wives about it when they returned home.

Chas. G. Smith of Cleveland, O., representing Cleveland Elevator Bucket Co., explained the many advantages of having strong elevator buckets and, of course, advertised his own. He had some good cigars, too, which he distributed.

LADIES PRESENT.—Mrs. S. C. Woolman and daughters, Philadelphia; Miss M. J. Pattison, Des Moines; Mrs. S. S. Tanner, Minier, Ill.; Mrs. E. L. Carroll, Decatur, Ill.; Mrs. Homer Chisman, Cincinnati; Mrs. R. W. Harper, Des Moines.

RAILROAD MEN IN ATTENDANCE.—Robert L. McKellar, assistant general freight agent Southern Railway, Memphis, Tenn.; C. J. D'Amour, commercial agent Southern Railway, Cincinnati, Ohio; J. F. Anderson, western agent, Georgia Railroad, St. Louis, Mo.

MUTUAL INSURANCE COMPANIES REPRESENTED.—Grain Dealers National Mutual Fire Ins. Co., of Indianapolis, by C. A. McCotter, secy., and J. J. Fitzgerald, inspector. The Millers National Ins. Co., Chicago, by Henry Stanbery, inspector. The Millers Mutual Fire Ins. Ass'n of Alton, by A. R. McKinney.

SECRETARIES PRESENT.—H. B. Dorsey, Texas; E. J. Smiley, Kansas; C. A. May, Southern Minnesota and South Dakota; Geo. A. Wells, Iowa; C. T. Prouty, Oklahoma and Indian Territory; J. W. McCord, Ohio; S. B. Sampson, Indiana; C. G. Egly, Northwest Ohio and Eastern Indiana; H. C. Mowry, Illinois; Geo. A. Stibbens, Grain Dealers Union and Grain Dealers National Association.

MACHINERY MEN.—S. J. McTiernan, Huntley Mfg. Co.; C. C. Cornwall, Barnard & Leas Mfg. Co.; P. O. Bryant, J. R. Martin, Ideal Car Loader Co.; C. H. Adams, P. H. Greer, C. N. Ward, W. L. Milligan, Marselles Mfg. Co.; Fred Friedline, Weller Mfg. Co.; J. N. Heater, S. Howes Co.; Chas. G. Smith, Cleveland Elevator Bucket Co.; W. J. Scott, Invaluable Grain Cleaner Co.; P. T. Mowry, McMullen Motive Power and Construction Co.; C. D. Peck, Union Scale & Mfg. Co.; D. G. Eikenberry, B. L. Constant Co.

## Chief Inspectors' Association.

A meeting of Chief Inspectors Friday morning resulted in the re-election of John O. Foering, Philadelphia, for President and John D. Shanahan, Buffalo, for Secretary. Chas. McDonald, Jr., Baltimore, was elected Vice-President. E. H. Culver was appointed Chairman of Executive Committee to prepare samples of contract grades.

As a result of this association every market in the United States has accepted their sample grades.

The Chief Grain Inspectors present were John O. Foering, Philadelphia; J. D. Shanahan, Buffalo; G. H. Walcott, Boston; J. E. Bidwell, Chicago; E. H. Culver, Toledo; Homer Chisman, Cincinnati; Philip Vert, 1st Deputy Inspector, Philadelphia; M. Payson Hutchins, Detroit; C. T. Prouty, Kingfisher, Okla.; J. E. Clarkson, Burlington, Ia.; Alfred Anderson, Indianapolis; Chas. McDonald, Jr., Baltimore; J. E. Robinson, New Orleans.

Broom corn to the value of \$103,752 was exported during the first eight months of 1902; compared with \$150,049, the value of that exported during the corresponding period of 1901, as reported by O. P. Austin, chief of the bureau of statistics.



## ASKED AND ANSWERED

### IS INSURANCE COMPANY SAFE?

Grain Dealers Journal: Will some reader of the Journal please tell me if the Manufacturers Fire Underwriters Co. is a reliable insurance company? It is taking elevator risks; and I do not know anything about it.—M. King, Utica, S. D.

### RECORDS OF FARMERS' FAILURES IN GRAIN BUSINESS.

Grain Dealers Journal: If any dealer who knows of any farmers' elevators that have busted in the last three years or are now in the hole I wish that he would give the names of such firms, and especially those that have had newspaper accounts about their failures. We have a retired farmer here that is looking for a job and is trying to get the farmers around here to build him an elevator, and I am very much afraid that he may succeed. If I could find a good article in some local newspaper about any failures I would like to distribute about 1,000 to the farmers around here.—Illinois.

### REGULAR—ONLY WHERE EQUIPPED.

Grain Dealers Journal: Can a dealer who has an elevator at a station and does a scoop shovel business at another station where a regular dealer is doing business be considered a regular dealer? Please answer thru the Journal.—S. S. Earhart, Burkettsville, O.

Ans.—He is regular at station where he has an elevator, but the possession of an elevator does not entitle him to any special rights or privileges elsewhere. The elevator man who conducts a scoop shovel business at a station where his brother dealer has an elevator is very near sighted, as his action invites the adoption of similar methods by his brother dealer. Selfishness of this character can not bring much profit with it. If the disturber wants more grain than he can get at his own house, he should go to his brother dealer for it. It is much easier, pleasanter and more profitable to be generously fair with competitors. The elevator man who has no regard for the rights or property of his brother dealers is not entitled to any consideration from other regular dealers or associates and it is not likely any buyer or broker will care to do business with him.

### SHORTAGE RULE AT PITTSBURG.

Grain Dealers Journal: On July 8, 1902, I shipped a leading commission firm at Pittsburg, Pa., one car shelled corn. The corn did not arrive until several days later, was graded unmerchantable and sold at 60 cents per bushel to another prominent firm who had connection with the party who received the corn. A few days later I received a letter from the firm stating corn was sent or reconsigned to that concern.

The car was reported 10,210 pounds short, to which I made a vigorous kick, knowing the exact amount put in the car, the car arriving all right, seals unbroken and no leaks. A few days after making the kick said party of the first part comes back at me with the assertion that consignee had found where he had made error on one load of 6,520 pounds. That leaves a balance due me of 3,520 pounds, and he says it is always the rule, where they find the party where grain is consigned to has made error of one or more loads in unloading, the consignor must

stand two-thirds of the balance of the loss and consignee one-third. If this is the rule, where is a shipper going to figure on his grain when consigned there? And this is not the first instance with same firm, as I made kick on 1,300 pounds shortage just before this and the party weighing the grain found he had made error of 1,000 pounds.—S. S. Bosserman, LaPorte, Ind.

### ARE LAWS GOVERNING WEIGHING OF GRAIN LEGAL?

Grain Dealers Journal: In the Journal for Sept. 25, page 294, appears a letter from the Chairman of the Illinois Railroad and Warehouse Commission, notifying the United Elevator & Grain Co., of St. Louis, Mo., that weighmasters have been appointed for the East St. Louis elevators. The question is raised by the correspondent, whether the laws of the state governing the weighing of grain are legal, and whether fees can be collected if the elevator operators refuse to pay them.

The constitutionality of the act of 1871 regulating public warehouses and the warehousing and inspection of grain and giving effect to article 13 of the constitution of this state, was upheld in the leading case of *Munn vs. Illinois*, 94 U. S. 113, Chief Justice Waite delivering the opinion and Justices Field and Strong dissenting. All the contentions in favor of the right of the owner of a warehouse to regulate his own business without government interference were made, overruled, and the doctrine is now well settled in this country. The statute in regard to state weighmasters has been in force since July 1st, 1883. It has not been construed in any reported case. It follows, however, in its provisions regarding the weighing of grain, the general line laid down by the act of 1871 in regard to the inspection of grain, and article 186 states that there shall be a state weighmaster in all cities where there is state inspection. Going back to article 146 of the railroad and warehouse act, it is seen that there is an inspector in every city or county in which is located a warehouse of class A or class B, provided that no grain inspector of cities or counties in which are located warehouses of class B shall be appointed except upon the recommendations of certain municipal bodies.

I am of the opinion, therefore, that this act, so long on the statute books but not in force, as I understand it, is valid and that the railroad and warehouse commissioners may fix the fees and adopt rules which will be binding, unless they should be found hereafter by the court to be wholly unreasonable.

It has been suggested that as far as Chicago is concerned the legislative act incorporating the Chicago Board of Trade in 1859—twenty-four years before the enactment for state weighmasters—would protect its members from the operations of the act now discussed. Section 10 of the Board of Trade act says, among other things: "Said corporation shall have power to appoint one or more persons, as they may see fit, to . . . weigh . . . grain . . . or any other articles of produce or traffic commonly dealt in by the members of said corporation." The question arises whether such grants of powers to the Board of Trade amounted to a contract with the state; whether the provisions of section 10, which is quoted, were more than incidental privileges, in which case a later act of the legislature could not deprive the mem-

bers of the Board of Trade of their rights.

In 1859 this act in regard to the public weighmasters had not been passed, and it remains to be seen whether in the absence of such an act, that the privilege accorded members of the Board of Trade, doing their own weighing through their own appointed agents, was one of the controlling causes for their forming their association. If that privilege was one which the Board of Trade would not have had without its being specified in the act and one which became a valuable property right then and thereby, since the act of incorporating the Board of Trade does not leave the state the privilege of amending or repealing the act, it might be held that Chicago grain dealers were exempt from this interference on the part of the railroad and warehouse commissioners. That is a question, however, to which undoubtedly the attorney for the Chicago Board of Trade has given considerable attention, and one on which his opinion would be of great value.

Otherwise, I fail to find from my examination anything offensive or illegal in the act, or any reason why a violation would not subject the offender to the penalties mentioned in section 191 thereof.

Ans. by Mitchell D. Follansbee, 205 La Salle st., Chicago.

### Control St. Louis Elevators.

Developing out of the scandalous transaction of delivering mow-burnt mongrel mixture from the Union Elevator, on certificates calling for No. 2 red wheat, the St. Louis Merchants' Exchange is making efforts to prevent a recurrence of a like disgrace. In the attempt to provide elevator regulations and protect innocent buyers, the Exchange meets with the opposition of the elevators, instead of the assistance of those who should make every effort, as a business proposition, to remove any stigma that attaches to the grain interests, or suspicion that St. Louis elevators are conducted fraudulently. The Exchange recently established rules and regulations for the government of elevators, which gives to the Board of Directors the power to declare any offending elevator irregular, requiring a bond of five cents per bushel on the rated capacity, and prohibiting mixing or doctoring grain under penalty of forfeiture and expulsion. The elevators have formally repudiated the action of the Exchange, in refusing to give bond. They are in the attitude of favoring the prohibiting of grain doctoring, without the necessary regulations to prevent it.

Without giving reasons in detail, the elevators have determined to fight the Exchange because they claim the state law is sufficient regulation, that the Exchange regulations are conflicting and the requirements of the bond unsatisfactory.

While the Exchange is correcting this matter it should probe deeply and give buyers a quick and effective method of redress. The responsibility should be thrown onto the elevators, and they must assume the responsibility of delivering from their houses stated grades as valid deliveries on contracts. St. Louis hopes to broaden as a grain market, but it cannot, so long as St. Louis weights and deliveries are in any way questioned.—Modern Miller, St. Louis, Mo.

The rice crop of the world is greater than any other crop, and, except corn, greater than all other grains combined.



## GRAIN CARRIERS.

The Union Pacific will build a line from Cedar Rapids to Spalding, Neb.

A car shortage is troubling millers and grain shippers in the southwest.

A terminal railroad with grain warehouses and docks is being promoted for Port Richmond, Cal.

A hopper bottom grain lighter recently was completed by the Thornton & Chester Milling Co., of Buffalo, N. Y.

J. C. Gilchrist of Cleveland, O., has ordered the construction of 6 more 6,500-ton steamers for the lake trade.

The Newton & Northwestern Railroad Co. has been incorporated at Boone, Ia., to complete the new road between Gowrie and Fraser, Ia.

The Wabash has closed negotiations for the purchase of the 43 miles of the Marietta, Columbus & Cleveland line between Marietta and Palos, O.

The Missouri Pacific Railroad soon will take over the St. Louis Valley Railroad, along which the Nansen Commission Co. will build a number of elevators.

Mackenzie & Mann are shareholders in the new Canadian Lake & Ocean Navigation Co., which will place 3 large iron steamships in the lake grain trade.

A line known as the Memphis, Helena & Louisiana will be built from Memphis to Clayton, La., a distance of 288 miles, in the interests of the Missouri Pacific.

Much testimony on the Kansas-Texas wheat and flour differential was taken by the Interstate Commerce Commission during the recent 3 days' hearing at Wichita, Kan.

Grain exporters of Montreal, fearing that the movement of the Manitoba crop to tidewater may be delayed, are considering a proposition to ask the government to permit United States vessels to engage in the grain traffic.

In the matter of proportional rates on classes C, D and F, grain and grain products and hay from points north of the Ohio river and west of the Mississippi to points in the Southeast, John Faithorn, the arbitrator, has decided that the shrinkage arrangement adopted at the New Orleans meeting Feb. 22, 1889, be applied on continuous through shipments, and that on shipments reconsigned at Louisville and Cincinnati a penalty of \$5 per car be charged.

### The Chicago & Northwestern Special.

The Chicago Board of Trade delegation of 40 members, through the courtesy of Chicago & Northwestern Railway, were taken to the meeting in Pullman sleepers, leaving Chicago 11 o'clock p. m., Sept. 30, meeting the Iowa delegation at Sterling, and arriving in Peoria Wednesday. Their experience with Chicago & Northwestern Line when going to Des Moines last year assured them "the best of everything," and Mr. Jno. L. Ferguson, Ass't General Passenger Agent, Mr. E. D. Brigham, General Freight Agent, Mr. P. F. Eyman, Ass't General Freight Agent, accompanied the train on the trip to Peoria, looking after the welfare of their guests in the Chicago & Northwestern style.

Mr. Ferguson remained with the party, being in constant attendance looking after their comfort. The Chicago delegation used the Pullmans for sleeping quarters, the hotels being full. The return trip was most enjoyable. The train left

Peoria Oct. 3 at 3:30 p. m., arriving in Chicago at 10 p. m. Dining car attached at Sterling enabled the travelers to get their dinner.

After a safe arrival at Chicago all departed for home feeling happy at heart and content with the world and thankful too for the enjoyable trip.

The presentation will come later.

### The Buffalo Merchants' Exchange.

The handsome building shown in the engraving given herewith is the home of the Merchants' Exchange of Buffalo, N. Y.

Buffalo is the focus toward which is gathered nearly all the grain shipped by lake. The handling of the vast receipts gives the grain dealers of the city a large business, for which commodious offices are required, as well as grain elevators of large size. One floor of the building contains the large trading hall,



Merchants' Exchange, Buffalo.

with sample tables, and the pit for the purchase and sale of options, a branch of the trade which has been taken up in the past year by the Exchange. About 1,000 members are on the roster, of whom about 50 are millers and grain dealers.

The forty grain elevators at Buffalo have a combined storage capacity for 2,605,000 bushels of grain. A few of the houses are not in use, the capacity of those remaining being ample.

The handling facilities of the elevators are increased by the six transfer towers, so that the transfer capacity for each twenty-four hours aggregates probably 5,500,000 bushels.

Erie Canal improvement is one of the desiderata the Merchants' Exchange members have set their hearts upon. An active campaign for the enlargement of the canal has been carried on for several months by the Exchange with the effect of arousing the public to the needs of the Canal.

The grain merchants of Assouan, Egypt, have formed a syndicate to buy up all the cereals for higher prices on account of the slow rise of the Nile river.

The beans and peas imported into the Philippine Islands during the eleven months ending Nov. 30, 1901, as reported by the War Department, amounted to 41,459 bushels; compared with 19,072 bushels imported during the five months ending Nov. 30, 1900.

## LETTERS FROM THE TRADE

### A SUGGESTION FOR NATIONAL MEETINGS.

Grain Dealers Journal: Having attended the last four meetings of the Grain Dealers National Association and witnessed the confusion arising from the assembling of large numbers of grain dealers, I have been forced to draw some conclusions which are shared in by others.

The social feature of these national gatherings is truly good, and no doubt the dealers benefit thereby, but it is most certain that they do not benefit as largely by the papers and discussions as they should. I honestly believe more and better work would be accomplished at these national gatherings if the attendance were confined to the delegates from the affiliated associations and the regular members. So many dealers go to these meetings without ever attending a business session. They enjoy meeting their brother dealers, and I, for one, enjoy meeting with them, but if they are permitted to assemble around the edge of the room or talk in the meeting hall, they interfere so much with the proceedings as to offset any good effects which might result from their attending the meeting.

The National Association should be an organization for work. The trade needs many reforms effected, and I believe ten times as much would be accomplished if a meeting hall were provided large enough to accommodate regular members and delegates to the number of four or five hundred.

I venture this assertion in hope of bringing out the opinions of others, because each time I have expressed it in the hearing of other association workers they have agreed with me. I believe the best place to develop the social feature of all dealers is at their local and state meetings. I would not consider it advisable to bar any members from attending the national sessions who desired to do so, but I would insist upon a place being provided where the delegates and regular members could carry on the business of the meetings without interruption, without interference. I would also use every influence to induce each of them to attend the sessions.

Outside attractions are all right, but when the meetings are in session outside attractions should be closed. Let us have a half day, in addition to the intermissions for meals and evenings, for examination of samples and machinery. I believe these outside attractions are of great benefit, but I do not think it wise to let them interfere in any way with the proceedings of these annual gatherings. Very respectfully, G. R. B.

Imports of rice to the Philippine Islands during the year of 1901 amounted to 376,211,389, as reported by the War Department; compared with 321,514,113 pounds, the amount imported during the preceding year.

Beans and peas valued at \$508 were imported from the United States to the Philippine Islands during the year of 1901. For the last six months of 1900 imports of the same articles were valued at \$306.

Beans and peas of foreign production amounting to 25,574 bushels were exported during the first eight months of this year; while during the corresponding months of last year these exports amounted to 100,875 bushels.



# GRAIN TRADE NEWS.

## CANADA.

The Winnipeg Grain Exchange is about to issue a new book of rules.

The crop of Kent, the bean county of Ontario, is said to be a complete failure.

D. Patterson is having his elevator at St. Thomas, Ont., covered with metal siding.

The Winnipeg Elevator Co. has increased its capital stock from \$300,000 to \$750,000.

J. & P. R. Howard, Hagersville, Ont., have put in a No. 7 Clipper Brush Cleaner.

J. F. Hunter has purchased of E. Nichols & Sons the elevator at Boissevain, Man.

George Cartwright has purchased the elevator and mill at Millwood, Man., of George Davenport.

Lewis H. Robinson, manager of the Grand Trunk Elevator at Sarnia, Ont., died Oct. 1 of heart failure.

Roger Bros. will rebuild their elevator which was recently burned at MacGregor, Man., and put in a grain crusher.

It is expected that the elevator which the Winnipeg Elevator Co. is erecting at Selkirk, Man., will be completed by Oct. 15.

C. F. Travis has bought the flour mill at Elkhorn, Man., and increased its storage capacity from 4,000 bushels to about 14,000.

The Territorial Grain Growers Association contemplates appointing a farmer to direct shipments, with offices at Winnipeg.

The King Cleaning Elevator at Port Arthur Man., has been enlarged to twice its former capacity and new machinery installed.

The Edmonton Milling Co. is building an elevator of from 50,000 to 60,000 bushels capacity at Strathcona, N. W. Territory.

Improvements at the Canadian Pacific Railway elevators, Fort William, Ont., have increased the handling capacity to 600 cars per day.

Contract grades on Winnipeg Grain Exchange option contract will be No. 1 northern wheat and No. 2 white oats. No. 1 hard may be delivered at a difference of 2 cents.

An elevator at Ninga, Man., owned by the Dominion Elevator Co. and containing about 9,000 bushels of wheat, collapsed Sept. 21, entirely wrecking the building. G. Robinson is the manager at Ninga.

The Canadian Midland Linseed Co. has been incorporated at Winnipeg, Man., with \$500,000 capital stock to conduct a milling and grain business. Incorporators: Eldredge C. Warren, Sumner T. McKnight, George F. Piper and others.

The tile work on the new Canadian Northern Railway Elevator at Port Arthur has been commenced. The foundations for 18 bins have been completed, and the work of laying the tile has commenced under the supervision of Foreman Murray, of Minneapolis. All the local masons who are procurable in the two towns have been employed, and this gang has been augmented by a number

of men from Minneapolis, from whom a special permit has been obtained from the authorities to work on a Canadian construction.—Winnipeg Free Press.

T. S. Matheson, traveling representative of the Winnipeg Elevator Co., on his recent return from the western part of Manitoba, said: Expectations in the matter of yield and sample are being fully realized. There is some frozen wheat but such a small proportion of the crop is injured that it is hardly worth mentioning. The yield on the late fields was enormous, running often over 40 bushels to the acre, and the farmers are not complaining in the least. The wheat is so uniformly No. 1 hard that the buyers have very little difficulty. Practically the whole crop is now in stack, and this is enabling the threshers to strengthen up their gangs. The threshers are doing good work, and with so much good wheat and entire freedom from weeds, are making money.

Grades were lowered slightly in color at the Sept. 26 meeting of the grain standards board at Toronto, Ont., having jurisdiction as far west as Port Arthur. The members of the board who were present were Messrs. W. Brodie, Quebec; E. E. Graig, chief grain inspector, Montreal; C. B. Esdailie, Montreal; A. McFee, Montreal; J. I. A. Hunt, London; James Dunlop, Hamilton, and C. B. Watts, John Garrick, H. N. Baird, Thomas Flynn and J. L. Spink of Toronto, and W. D. Matthews of Toronto, Chairman. Among the others present were Inspectors Adamson, McNeil and Hurlly, and Secretary Jarvis. After the standards had been struck a discussion took place with reference to the inferior quality of peas submitted for inspection. The pest known as the "pea bug" has apparently spread all over the Province.

The traffic manager of the Canadian Northern Railway writes Secretary Bell of the Winnipeg Grain Exchange that "for the time being the company is willing to consent in payment of freight charges, to take into its elevators at Fort William unsound wheat classified as 'tough one hard' and 'tough one northern,' unless ordered to Port Arthur elevators on treatment. All unsound and damaged wheat other than as above mentioned will go to Port Arthur elevator for treatment in the usual way. If on arrival of cars at Fort William containing 'tough hard' and 'tough one northern,' there is no person present to make immediate payment of freight charges the company will send grain to Port Arthur elevator in the usual manner. The company reserve the right to transfer unsound wheat from its Fort William elevators to Port Arthur elevator for treatment at owner's risk and expense, if found necessary and as provided for in sub-section 4, section 26, of the Manitoba grain act of 1900.

## WINNIPEG LETTER.

The rumor that the Van Dusen-Harrington Co. intended to discontinue its wire and go into the cash wheat business in Manitoba has proved incorrect.

The McHugh-Christenson Co., the

Truesdale Elevator Co., and the Ellis & McLaughlin Company, all American firms, have now got into business and from all accounts are fast becoming established elevator companies in Manitoba. Their new elevators have commenced operating in the various localities.

Winnipeg Grain Exchange seats are now worth \$1000 and though none have yet been sold at that figure it is not likely that they will go for anything less in the event of a member desiring to vacate. The seats until the last meeting of the exchange were worth \$500, having been advanced only within the last few months to that price from \$250.

The home consumption is so small, comparatively speaking, that the demand just when it is absolutely necessary to ship is not nearly up to supply. Wheat has to be got out at whatever price can be got. Prices so far have not, however, been considered low and on an export basis leave little for the trade. Farmers this year can have no cause for complaint and have not been complaining. Some comment on the low price of Manitoba wheat is being raised by Chicago dealers who have found that wheat from here is being put on the eastern market below Duluth, which is considered a cheap market. This may be the case and is easily explained. It is not the fault of the trade here who would naturally like to get the highest price, or, at any rate, the same as Duluth; but unfortunately, Manitoba depends now very largely on the export trade.

The Winnipeg Clearing House Association, composed of members of the Grain Exchange, will meet this week to decide as to whether the option board will be run this year. It was established a year ago and the intention was to run a clearing house trade here the same as at Chicago, Minneapolis and other big market centers. It was discontinued before long owing to the quotations on the board consisting merely of sellers' prices and sales were few and far between. Trading in the actual wheat occupied too much time.

To settle shippers' claims the Western Freight Association has opened an office in the Winnipeg Grain Exchange and placed Mr. Patriarche, formerly of Fort William, in charge as car service agent. The new office is in the interests of both railways and is looked on as a very good idea if properly carried out. The feeling is that the railways knowing that a certain amount of trouble is bound to come when the grain rush is heaviest, wish to keep clear of it by having a proper person with whom to complain.

Mr. H. B. Hanna, general superintendent of the Canadian Northern, states that his road has delivered at Port Arthur this fall already 650,000 bushels of wheat and have loaded from country points 1,015 cars. Along their system he claims that 1,600,000 bushels of wheat has been marketed. This is a good showing as the marketing of grain on the C. N. R. system began only about three weeks ago and at this rate if it is maintained the C. N. R. should take out about 6,000,000 bushels of wheat before the close of navigation.

Hon. A. G. Blair, minister of railways in the Dominion cabinet, was in Winnipeg this week and is now touring the west, partly on pleasure and partly to watch the working of the new Manitoba grain act, for which he is largely responsible. No complaints have been heard of it and the minister will likely be greatly gratified to see the effect of his bill. Mr.



Blair also inspected the improvements at the Canadian Soo. The channel has been deepened and as a result the handling of ships is much more expeditious than heretofore. The business on the Canadian locks has increased by a million and a half tonnage this year.

Inspector Horn's figures showed that of the total amount marketed in the west about one-half has been shipped thru Winnipeg. The percentage of No. 1 hard is the largest in the history of the west, being so far about 70 per cent. The inspector's Sept. report shows that a total of 4,260 cars were graded here from both railways, of which amount 2,760 cars were one hard, 1,129 one northern, 199 two northern, 27 three northern and only 54 cars "no grade," and 11 cars condemned. Besides this, there were 53 cars of oats, 159 barley and two flax. The Canadian Pacific were shown to have brot out 3,412 cars and the Canadian Northern 62 cars.

The home market for wheat in Canada is larger this year than it has been since Manitoba commenced to grow wheat. The reason for this is not altogether owing to a growing population, but to the fact that Ontario producers find that their lands are not capable of raising the same amount of spring wheat as heretofore. Foreign demand for goose wheat is good and this is being largely grown. The spring wheat raised in the east has now to be mixed with Manitoba wheat by the millers. Grist mills which operated on every stream in Ontario in former years took wheat offered by farmers and ground it into flour for their use. Now it is not his wheat that he takes away in flour; the flour has been made with a good percentage of Manitoba wheat.

Up to date points along the C. P. R. system have received 7,200,000 bushels of wheat. This is in excess of last year by about 1,500,000, though this season is later by ten days than the previous season. This, with a million and a half in C. N. R. points represented about one-sixth of the amount raised in Manitoba this fall and also represents cash to the amount of \$4,690,000 to the producer. It is not expected that before navigation closes more than 30,000,000 bushels can be moved out of the country, but leaving that much still in the country it is believed with the additional elevator facilities at coast points and country points it can all be stored and no cry has yet been raised as was the case a year ago at this time, that grain would be left to rot on the fields. The weather up to date has been ideal for farmer and shipper and the grain trade has been equally busy in taking care of shipments for the producer.—S. M. F.

### CHICAGO.

Memberships in the Board of Trade are selling at \$3.750.

The J. Rosenbaum Grain Co. is again overhauling and enlarging its offices.

The Imperial Glucose Co. is said to have bot ground at South Chicago for a plant to cost \$1,500,000.

The special committee of the Board of Trade has found that Waite, Thorburn & Co. failed to report the entire amount of their shortage to the Bank of Montreal.

Of the 97 wildcat companies in the list prepared by the insurance commissioners of all the states, forty have their headquarters at Chicago. Truly a disgrace to the state and city.

A. A. Fowler & Co. will continue the

grain business of the Fowlers, whose packing business has been acquired by Swift & Co. C. A. Marcotte is manager of the cash department.

Suit has been brought against the Bank of Montreal by the creditors of the Geo. H. Phillips Co., to recover \$250,000, alleged to have been collected by the bank within two weeks preceding the announcement of insolvency last fall.

Not in recent years have the shorts been so badly squeezed as in the September wheat deal conducted thru the Armour Grain Co. Before the option expired the price was put up to 95 cents per bushel by shorts covering the last minute.

Carl C. Moeller, one of the oldest members of the Chicago Board of Trade and head of the grain commission house of C. C. Moeller & Co., was stricken with paralysis about a month ago and died Oct. 5, at the age of 63 years. He became a member of the Board in 1861.

The directors of the Board of Trade have decided that any brokerage earned by a salaried employe is the property of his employer. No member on a salary can do brokerage for more than one employer. "Accommodation" brokerage by salaried traders is a violation of the rules.

When dissolving the injunction restraining the Board of Trade from hearing charges against the Weare Commission Co., Judge Chytraus also ruled that courts of justice are superior to the Board, and that he would not permit the McNeill Grain Co. to enforce the payment of its disputed account until heard by the court.

The report of the secretary, as given at the tenth annual meeting of the Board of Trade Mutual Benefit Association, shows present membership of 801, compared with 796 a year ago; members admitted during the year, 38; lost by death, 10; by withdrawal, 23; amount paid beneficiaries during the year \$33,977, averaging \$2,834 for each member, compared with the average of \$2,820 for last year.

### ILLINOIS.

J. R. Howell is building an elevator at Burrowsville, Ill.

The farmers have enlarged their elevator at Bethalto, Ill.

R. S. Laws writes that Ayres, Ill., is a good location for an elevator.

Mr. Kimler has succeeded Campbell & Kimler, grain dealers at Media, Ill.

Beason Grain Co., Tabor, Ill., Oct. 2: Corn crop large but maturing slowly.

Floyd Shipard has made arrangements for building an elevator at Birkbeck, Ill.

The Northwestern Elevator Co. has nearly completed an elevator at Manlius, Ill.

The Galesville Grain Co. has put a new roof on its elevator at Galesville, Ill.

The large scales at Postlewaite's elevator at Rochelle, Ill., have been under-going repairs.

Bartlett, Kuhn & Co. are refitting their elevator at Williamsburg, Ill., with new machinery.

V. C. Elmore is having a 30-h. p. Otto Gas Engine installed in his elevator at Ashland, Ill.

Ross Hockaday of Oreana, Ill., is erecting a 50-foot brick smoke stack for his power plant.

C. M. Paxton of Kansas, Ill., informs us that Chas. Mitchell will build an elevator at Ashmore, Ill.

Walker & Snell are building a 40,000-

bushel elevator at Radford, Ill., which will have nine dumps.

Lewis Peck, of Geo. Peck & Son, grain dealers at Monticello, Ill., has been seriously ill for six weeks.

Buxton & Appleby have purchased the only elevator at Casey, Ill., thus becoming the only regular dealers.

The La Rose Grain Co., under the management of F. N. Rood, will erect an elevator at Hopewell, Ill.

The farmers of the town of El Paso, Ill., are organizing a company to build and operate a grain elevator.

Mr. Burns has purchased the interests of C. Van Gerpen in the grain and implement business at Hartsburg, Ill.

Gommel Brauer has rented the elevator at Harness, Ill., of Charles Weimer and placed Emile Engelhorn in charge.

Miles Wharfield has purchased the elevator business of I. S. Parish, at Sterling, Ill., who will retire from the trade.

The Farmers Elevator Co. at Delavan, Ill., has purchased a site and will at once begin the erection of a 30,000-bushel elevator.

Funk Bros. Seed Co., Bloomington, Ill., is installing a No. 9 Brush dustless special air Clipper Cleaner in the seed house.

S. W. Allerton has placed a 12-inch steel spiral conveyor purchased of the Marseilles Mfg. Co., in his elevator at Allerton, Ill.

H. J. Sternberg of Crete, Ill., has been making a number of improvements on his elevator plant and has installed a 6-h. p. gasoline engine.

Schultz & Niemeyer will build an addition in connection with their elevator at Granite City, Ill., which will more than double the capacity.

W. D. Jones will put new bins, shafting pulleys and belting in his elevator at Mattoon, Ill., besides reconstructing the driveway and dumps.

Rodman & Moll are building an ear corn crib, 137x32 feet, with driveway and dumps, and from 25,000 to 30,000 bushels capacity, at Moweaqua, Ill.

Wiley Marvel & Co. will put a new sheller in their elevator at Tabor, Ill., and the Beason Grain Co., also of Tabor, will purchase a new elevator belt.

Nobbe Bros. are building a 14,000-bushel addition to one of their elevators at Farmersville, Ill. It will have five dumps and be used for the storage of ear corn.

John Carstens has purchased a half interest in A. Oberle's elevator at Raymond, Ill., and business will be continued under the firm name of Carstens & Oberle.

D. F. Humphreys & Co. have sold their grain and coal business at Buda, Ill., to F. G. Lindner & Co., and purchased the business of Mussey Bros., at Atkinson.

The regular dealers at Ladd, Ill., are the Neola Elevator Co., Churchill-White Grain Co., and the Farmers Elevator Co. Wm. Hatten is agent for the Churchill-White Grain Co.

The Redman-Magee Co. has been incorporated at Cairo, Ill., with \$50,000 capital stock to deal in grain. Incorporators: Wm. A. Redman, J. B. Magee and Robert L. Redman.

The farmers at Seatonville, Ill., are contemplating the organization of a company to build and operate three elevators, one at Seatonville, one at Churchill and the other at DePue.

W. D. Jones, Mattoon, Ill., Sept. 24: Corn crop good but not enormous; season wet and backward; but little corn



injured by frost so far; old corn all gone and but few oats left.

Bartlett, Kuhn & Co., Williamsburg, Ill., Oct. 7: Corn husking will begin late on account of wet weather and corn being full of sap, although a good yield and fair quality is promised.

Wm. Murray, Champaign, Ill., Oct. 2: Corn gathering later than usual; so far no injury has been done by the frequent rains; yield will be large; new oats were sold freely but it may be the opposite with new corn.

A. H. Kersting has purchased the buildings of the United States Starch Co. at Waukegan, Ill., for \$40,000. It is understood that the building will now be used for other business than the manufacture of corn products.

F. Z. Ames, Rutland, Ill., Oct. 3: About the same condition exists here as during the past few weeks; quite a percentage of oats not yet threshed; corn maturing slowly and unevenly; weather very unfavorable for all grains.

The elevator recently purchased by Boklof & Graham Bros. at Durand, Ill., was formerly operated by W. E. Fyler. Oats which is the principal grain handled at Durand are of very good quality. J. H. Graham will operate the elevator.

On account of the large crop of wheat, many of the elevators at Belleville, Ill., have been filled beyond their capacity. The 4,000 bushels of grain stored in the Venice Elevator was too much for the building, and on Sept. 12 a plank gave way, letting about 2,000 bushels of wheat pour into the river.

The brokerage business of the Burks Grain & Elevator Co., of Decatur, Ill., has been transferred to C. A. Burks, who was formerly a stockholder of the company and who has been conducting that branch of its business under the name of the Illinois Grain Co. The regular track buying and receiving business of the company is in no way affected by this change.

Elmore & Lennon have been making various improvements on their elevators. The houses at Pegram, Nebo, Pleasant Hill and East Louisiana, Ill., have been repainted, and at the last mentioned repairs were made. At Nebo, Pegram and East Louisiana. Marseilles Cleaners and Shellers have been installed, and at Pleasant Hill, Marseilles Cleaner and Sheller and a 35-h. p. Webster Gas Engine have been put in.

An elevator at Stockdale, Ill., filled with wheat screenings for feeding sheep, owned by the C. R. I. & P. road and operated by Remington & Co., caught fire from spontaneous combustion, Sept. 27. With the help of the Chemical Fire Co. from Morris and by shifting the grain from the burning bins, the fire was at last conquered. Damage to feed amounted to about \$2,500, to elevator \$200. Geo. Weits is manager for Remington & Co.

Geo. S. Dole, who owns elevators on the C. B. & Q. at Galesburg, Galva, Altona, Oneida, Wataga, Cameron, Monmouth, Saluda, Abingdon, St. Augustine, Avon and Prairie City, Ill., with headquarters at Galesburg, has been making many improvements. At all the stations except Saluda the houses have been repainted, reshingled and equipped with 4- to 8-h. p. gasoline engines, loading spouts and other machinery. H. K. Wissler is bookkeeper and W. T. Welles, general manager.

R. C. Grier, secretary of the Peoria Board of Trade, reports that during the month of September the receipts at Peoria included 201,000 bushels of wheat,

1,068,300 bushels of corn, 974,400 bushels of oats, 71,700 bushels of rye, 123,200 bushels of barley, 150,000 pounds of seeds, 30,000 pounds of broom corn, 275 tons of mill feed and 2,700 tons of hay; compared with 160,000 bushels of wheat, 1,589,000 bushels of corn, 592,500 bushels of oats, 9,800 bushels of rye, 251,700 bushels of barley, no seeds, 300,000 pounds of broom corn, 3,980 tons of mill feed and 3,410 tons of hay received during the corresponding month of last year. Shipments for the month included 185,150 bushels of wheat, 323,000 bushels of corn, 851,000 bushels of oats, 26,300 bushels of rye, 47,200 bushels of barley, 315,000 pounds of seeds, 15,000 pounds of broom corn, 2,440 tons of mill feed and 270 tons of hay; compared with 91,736 bushels of wheat, 323,000 bushels of corn, 628,500 bushels of oats, 700 bushels of rye, 230,400 bushels of barley, 30,000 pounds of seed, 341,000 pounds of broom corn, 6,055 tons of mill feed and 502 tons of hay shipped during the month of September, 1901.

## INDIANA.

A. G. Urmston & Son, Frankton, Ind., are putting in a No. 6 Clipper Cleaner. John Wilson, Roachdale, Ind.: Can not get along without the Grain Dealers Journal.

D. Finkle & Sons, Warren, Ind., are putting a No. 7 Clipper Cleaner in their elevator.

The Hartley Grain Co. Goodland, Ind., has installed the Day Dust Collecting System in its elevator.

Star Mill Co., Huntingburgh, Ind., Sept. 30: Wheat crop good; corn better than for many years.

Bonham & Goshorn have connected their elevator with their hay and grain warehouse at Clay City, Ind.

Greeley & Co. have just completed a corn tower and installed a complete outfit of machinery at Arcola, Ind.

Rich Bros of Brook, Ind., have bot the Goodland elevator at Goodland, Ind., formerly owned by Jacway & Murray.

The new elevator which Abe Grove has recently completed at Radnor, Ind., has been equipped with machinery including a new boiler and engine.

A large corn elevator is soon to be built at Vincennes, Ind., on the Wabash River. To bring the grain from the Illinois side, a ferry will be operated.

The Hartley Grain Co.'s elevator at Goodland, Ind., containing 300,000 bushels of oats, was destroyed by fire on the night of Oct. 3. Loss \$50,000, partially covered by insurance.

Benjamin F. Rea, formerly engaged in the grain business at Falmouth, Ind., died at his home in Bentonville, Sept. 22, from the effects of a tumor. A widow and four children survive him.

After the movement of the present crop is over, Schalk Bros. will tear down their old elevator at Anderson, Ind., and build a modern house. It is characteristic of this energetic firm to be abreast of the times.

Ray G. Jenckes is preparing to build an elevator on the site of the Jenckes Hominy Mill at Terre Haute, Ind., which was destroyed by fire. A complete equipment of milling and elevator machinery will be needed.

Plans are being made for the incorporation of the Farmers & Merchants Elevator Co. at Lafayette, Ind., with \$25,000 capital stock. An elevator will be built in the spring. W. S. Baugh, George A. Jamison and many others are interested.

D. W. Osborne of the firm of Witt, Osborne & Co., has purchased the one-third interest of J. W. Witt in the mill and elevator at Frankfort and the elevator at Boyleston, Ind. Mr. Witt contemplates entering the trade on his own account.

The Goshen Milling Co., Goshen, Ind., Oct. 1: Movement of grain quite free with us ever since harvest; probably taken in more rye this season than ever before; rains continue and farmers are complaining of the rotting of their corn in the fields and because they have not yet finished their fall seeding; quality of wheat which we are now receiving very good, as farmers are threshing the wheat which they have stored in their barns and which is dried out and in good shape; this year's crop is making very fine white flour which, as a rule, gives the very best satisfaction; demand for flour from abroad as well as domestic inquiry very good.

The Northwestern Ohio & Eastern Indiana Grain Dealers Association held a very interesting meeting in Fort Wayne, Ind., at Hotel Randal, Sept. 25, with the following members present, from Ohio: D. W. Lang, Convoy; H. G. Pollock, Middlepoint; H. C. Tinkham, Latty; H. Roose, Payne; Axel White, Broughton; Jos. Smith, James Doering and C. A. Bissell, Antwerp; from Indiana: M. C. Niezer, Monroeville; E. L. Carroll, Decatur; C. G. Egly, Berne; Menno Yaggy, Woodburn; C. E. Bash, Huntington; E. M. Wasmuth and I. F. Beard, Huntington; L. M. Fishbaugh, Bippus. J. A. Snyder, Leipsic, O., and M. Apflebaum, Columbia City, Ind., were visitors. C. Herzer and Frank Windiate of Paulding, Ohio, came in late. "King" Corn had the floor for quite an inning. Meeting adjourned to meet in Ft. Wayne, Ind., Oct. 9.

## IOWA.

J. Johanssen has been employed in an elevator at Algona, Ia.

B. S. Petrie has taken charge of the elevator at Arispe, Ia.

James Elder has succeeded Mr. Meyers in the elevator at Goodell, Ia.

The Spencer Elevator at McGregor, Ia., has been opened for business.

E. G. Simpson is repairing and remodeling his elevator at Popejoy, Ia.

The Neola Grain Co. has bought the elevator of C. P. Kintz at Collins, Ia.

McDermid Bros. have nearly completed their elevator at Bridgewater, Ia.

Mr. Lockwood is preparing for the building of an elevator at Nevada, Ia.

Oscar Olson has been employed by the Thor Lumber & Grain Co., at Thor, Ia.

H. V. Reed will act as agent for L. N. Loomis, in the Loomis Elevator at Garner, Ia.

The Shenandoah Grain & Stock Co. will soon open for business at Shenandoah, Ia.

Thos. Paton, Primghar, Ia., are putting in a No. 7 brush and special air Clipper Cleaner.

The Grain Shippers Mutual Fire Insurance Co., of Ida Grove, Ia., has moved into new offices.

The Atlas Grain Co. has bought the elevator and business of Shorett & Stevens at Earling, Ia.

Young & Nickolaus have succeeded D. M. Young & Co. in the grain business at Crawfordville, Ia.

The Des Moines Elevator Co. will begin on its new elevator at Avoca, Ia., within a few days.

A. H. Dolahide has been repairing and



rebuilding the interior of a grain elevator at Hamlin, Ia.

W. C. Yeisley will soon be prepared to ship grain at Blairstown, Ia., as his elevator is nearly completed.

The Lawler Grain & Livestock Association of Lawler, Ia., has increased its capital stock from \$3,500 to \$7,000.

N. J. Burt & Co., Burlington, Ia., are adding a special No. 7 Clipper Cleaner to their outfit for handling onion sets.

Mr. and Mrs. G. W. Gwynne of Essex, Ia., have recently returned from a two months' outing in the mountains of Colorado.

Robberts & Davis, Rippey, Ia.: We do not care to do without the Grain Dealers Journal as long as we are in the grain trade.

Spotts, Hood & McAlister of Battle Creek, Ia., are painting their elevator yellow. They evidently like to look on the bright side of things.

D. J. Jenks & Son, a branch of the D. J. Jenks Co. at Coon Rapids, Ia., has purchased the elevator and business of J. A. Ogle & Co. at Williamsburg, Ia.

J. S. Blasdel, Ayrshire, Ia., Oct. 3: Farmers are six weeks behind with their farm work; not over 10 per cent of grain threshed yet, some in the shock yet.

Charles Personius, manager for the Interstate Elevator Co. at Ringsted, Ia., has brought his family from Ceylon, Minn., and will make his home at Ringsted.

P. R. Frazier and K. R. Frazier have entered into partnership with their father, R. A. Frazier at Nevada, Ia., under the firm name of R. A. Frazier & Sons.

Gilchrist & Co., McGregor, Ia., are installing another No. 7 Clipper Cleaner, this being the third machine of this kind they have added to their equipment this season.

The elevator of the Northern Grain Co. at Naomi, Ia., a new station on the Northwestern road between Algona and Burt, has been opened with J. Johannsen as agent.

H. G. Edmundson, formerly in the grain and coal business at Creston, Ia., is in Oklahoma buying grain for shipment to Southern ports. Carr & Son are his successors at Creston.

Both the Davenport Elevator Co. and the D. Rothschild Grain Co. will build elevators at Midway, Ia., a new station between Rock Rapids, Ia., and Ellsworth, Minn., on the C. R. I. & P.

C. C. Smith, agent Doughenbaugh & Cathcart Grain Co., Somers, Ia., Oct. 1: Oats in bad condition; too wet weather for threshing and nothing moving; corn beginning to mold badly in fields.

E. T. Richey has the material ready to build a 12,000-bushel elevator on the new line of the Ft. Dodge & Omaha branch of the Great Western road, at Somers, Ia. The Younglove & Boggess Co. has the contract.

Davis & Anderson will build a 8,000-bushel capacity at Pacific Junction, Ia., and equip it with shellers and cleaners and a 10-h. p. gasoline engine. The Nebraska-Iowa Grain Co. of Omaha will have a half interest in the plant.

Honstain, Bird & Co. are building 25,000-bushel houses for the Western Elevator Co. at Doris and Orchard, Ia. Both houses will be equipped with 500-bushel hopper scales. J. S. Robertson will take charge of the one at Orchard.

P. C. Hanson & Sons, McCallsburg, Ia., Oct. 2: Grain business has been very light so far this season, excessive rains having damaged the oats as well as reducing yield; heavy frost about the

middle of September damaged corn to a great extent.

A. J. Doidge, agent Moore Bros., Corwith, Ia., Sept. 30: Weather has been very wet of late and crops are in bad condition; about one more week of shock threshing and grain will be unmarketable; stacks are wet and growing; corn in bad condition owing to low land, early frost and so much rain.

The R. W. Taylor Grain Co. which operates an elevator at Runnells, Ia., is arranging to build large elevators at Harvey, Percy and Cordova to conduct in connection with the one at Runnells, where all shelling and cleaning of grain will be done. The one at Harvey will have a capacity of 20,000 bushels.

The regular fall meeting of the Grain Dealers Union of Southwestern Iowa and Northwestern Missouri will be held Oct. 14 at the Summit House, Creston, Ia., at 2 p. m., with a night session, probably. As important matters of common interest are to be considered every regular dealer should endeavor to attend.

G. W. Gwynne, Essex, Ia., Oct. 4: I find that the cool, cloudy wet weather has been of great benefit to the corn crop; since the frost it has kept the stalk in such condition that all our crop has filled in good shape and with good weather later on, corn will be all right; it is all bosh about corn spoiling in the fields, not so.

## KANSAS.

C. N. Lane has removed from Cuba to Courtland, Kan.

The Parker Grain Co. will soon have its elevator at Florence, Kan., ready for business.

W. L. Lux, Tecumseh, Kan., Sept. 22: Corn crop very good; will probably ship 100 cars.

J. L. Troup has succeeded Hodges & Troup in the grain and seed business at Concordia, Kan.

Chief Grain Inspector Northrup has appointed John Wingart as weighmaster at Coffeyville, Kan.

J. N. Shaw intends to build an elevator of from 5,000 to 8,000 bushels capacity at Galesburg, Kan.

F. W. Stine will continue the business formerly conducted by F. W. Stine & Co. at Holton, Kan.

A. W. Robertson has sold his interests in the grain, coal and implement business at Phillipsburg, Kan.

D. H. Ferguson of Belleville has purchased for \$3,250 the elevator at Burr Oak, Kan., of B. F. Royer.

The Farmers Co-operative Grain Elevator & Live Stock Association has been incorporated at Harper, Kan.

W. H. Beatty is now with the Greenleaf-Baker Grain Co. at Norway, Kan., and will sell his elevator at Otego.

McLouth Mill & Elevator Co., McLouth, Kan., Sept. 25: Bumper corn crop will begin to move about Oct. 6.

The 100,000-bushel elevator recently erected at Atchison, Kan., by the S. R. Washer Grain Co., is now in operation.

The Coffey County Lumber Co. has purchased the grain and lumber business of C. H. Coyat & Co., at Halls Summit, Kan.

The McLouth Mill & Elevator Co. has recently installed a No. 2 Western Sheller and Cleaner in its elevator at McLouth, Kan.

H. Westerman, Kensington, Kan., Oct. 2: Threshing done and three-quarters of grain shipped; corn crop poor on account of drought.

L. Cortelyou now operates the Corning elevator at Corning, Kan., formerly

owned by P. J. Cortelyou. J. E. Robinson is local manager.

We are informed that Denton Bros. of Leavenworth and H. W. Cole are building elevators at Kelly, Kan., to take the place of their old dumps.

J. N. Shaw, Galesburg, Kan., Sept. 24: Corn crop good; drying out slowly; very wet weather which delays wheat sowing; considerable wheat, oats and flax to thresh yet; nearly all of flax in bad condition.

Kansas holds the record of the largest ear of corn received this year at the Kansas City Board of Trade. The ear contains 30 rows, each row containing 50 kernels of corn, and was sent from Johnson County, Kan.

Latto & Robinson, Sylvan Grove, Kan., Oct. 3: Have not shipped a car of wheat since June 20, and none will be shipped this season. The last two weeks we have had very wet weather, too wet for seeding, which had just begun; farmers are anxious to have it clear up; ground in fine condition to give the wheat crop a good start if we could only get it planted; has been raining 15 hours without stopping; would like to have it stop for about 15 days.

## MICHIGAN.

Smith & Allen, Portland, Mich., are putting in a No. 7 Clipper Cleaner.

Levi Shaffer is now in charge of both of the elevators at Mt. Pleasant, Mich.

The Pigeon Elevator Co. of Pigeon, Mich., has purchased a Bowsher Feed Mill.

J. J. Kearns of Brown City, Mich., recently purchased a No. 27 roll Clipper Cleaner.

J. W. Hull of Saline, Mich., recently installed a No. 9 brush and dustless Clipper Cleaner.

J. F. Cartwright & Co. of Davison, Mich., are putting in a second brush Clipper Cleaner.

K. R. Smith of Ionia, Mich., is installing a No. 9 roll and traveling brush Clipper Cleaner for handling bean stock.

The North Branch Grain Co., North Branch, Mich., has just installed a No. 9 roll brush Clipper Cleaner for handling grain and beans.

The recently consolidated firm of Hall Bros., and Nichols & Dutcher of Owosso, Mich., are putting in a No. 9 and a No. 27 Clipper Cleaner.

Charles Wolohan of Birch Run, Mich., is equipping his recently acquired elevator at Hemlock with a No. 9 brush and special air Clipper Cleaner.

D. M. Ferry & Co., Detroit, Mich., have just installed a No. 9 roll, brush, dustless and special air Clipper Cleaner for handling beans and peas.

The Sioux City Seed & Nursery Co., at Millington, Mich., is remodeling the warehouse and adding an outfit of Clipper Cleaners and Picking Tables.

The elevator at Petersburg, Mich., formerly operated by D. Van Necker, has been purchased by Baluss & Dawson, who are the only regular dealers at Petersburg.

A. E. Lawrence has repurchased the elevator at Mulliken, Mich., of F. B. Nims & Co. John H. Gearhardt, the former manager will take charge of an elevator at Lake Odessa.

The Baluss-Dawson Co., composed of D. D. Baluss, F. C. Baluss, W. C. Jipson and J. E. Dawson, has purchased the grain business heretofore conducted by F. C. Baluss & Co., at Blissfield, Clayton, Sturgis and Klinger Lake, Mich., and by J. E. Dawson & Co. at Ottawa Lake. Headquarters are at Blissfield.



C. E. Burns, Detroit, Mich., writes: Continuous rains, from 2½ to 4 inches in Michigan, Canada, and New York, followed this week so far by 1 to 2 inches more, has completed the ruin of the Michigan and Canadian bean crop. We believe not to exceed 10 per cent. of the crop is secured. This is all the beans we are sure of. Fifty per cent. of the crop are pulled and lying on the ground. These we believe from a personal examination are a total loss. Nothing but rotten beans, not even good enough for the canners, and that is pretty bad. Of the remaining 40 per cent. perhaps half were ready to harvest. They are now damaged 15 to 30 per cent., if secured at all, which looks very doubtful. They will, after picking be a very poor No. 2. The remaining 20 per cent. are green and no reasonable prospect of ripening. In New York the damage is not nearly so bad. In the experience of 25 years we have never seen anything to compare with the damage this season. As our old friend, Grover Cleveland, said, "this is a condition and not a theory that confronts us." We have practically not much more of the 1902 crop than will be needed for seed and home consumption in Michigan. We have perhaps 20 per cent. of the 1901 crop, farmers holding the most of them. Two weeks ago they were holding for \$1.75 or more; now they are getting \$2.00 for any old bean, and most of them talk \$2.25 to \$2.50. They should get it. California reports 60 to 75 per cent. of last year's crop white beans. Prices higher there. They raised according to 1900 census 300,000 to 400,000 bushels white beans. New York reported two weeks ago 50 to 60 per cent. last year's crop. There has been considerable damage since. We have a cable from Europe stating: "1902 crop of beans is in very unsatisfactory condition, especially for Pea and Medium. They have been delayed by bad weather three or four weeks in ripening. Prospect poor yield." We look for a higher range of prices this season than we have seen for many years.

### MINNEAPOLIS

Minneapolis millers have granted the 8-hour day and more pay.

The Peavey Elevator Co. of Minneapolis, has increased its capital stock from \$200,000 to \$300,000.

The assessed valuation of elevators has been raised by the state board of equalization 75 per cent. in Hennepin County.

The Minneapolis Chamber of Commerce has asked the Western Union Telegraph Co. to agree not to send market quotations from the Chamber to the bucket shops.

C. M. Harrington of the Van Dusen-Harrington Co., who has been spending some time in the Adirondack Mountains for the benefit of his health, has reached his home in Minneapolis.

Albert Dickinson of the Albert Dickinson Co., Chicago, has purchased about 250 acres of land on the railroad in Minneapolis for \$250,000. Some of this he has resold and it is reported that some of the remainder may be used by the company for an elevator site, although the purchase was a personal one.

The St. Paul Board of Trade has recently given honorary membership to those of the charter members still living. They are: Michael Doran, W. R. Merriam, Charles McIlraith, George L. Watson, J. J. Adams, Crawford Livingston, C. H. Bigelow, William Constans, Maurice Aurbach, William A. Van Slyke,

John McCauley, Charles W. Chase, Charles N. Bell and I. T. McMillan.

The Daniels Linseed Oil Co. has been incorporated at Minneapolis, Minn., with \$250,000 capital stock, and will build in that city an oil mill with 21 presses and a capacity to crush 4,000 bushels of seed daily. The company has removed from Ohio to Minnesota to be nearer the flax country, which has moved westward. Much of the machinery will be brought from the old mill in Ohio. Incorporators: J. W. Daniels, H. K. Wood, J. H. Young and A. A. McKechnie.

At the annual meeting Oct. 2, the Minneapolis Chamber of Commerce chose the following officers for the ensuing year: President, James Marshall; vice-president, P. B. Smith; directors: B. H. Morgan, H. L. Little, C. C. Wyman, G. F. Piper and G. F. Ewe; board of arbitration: W. P. Devereaux, W. T. Hooker and L. Christian; board of appeals: J. R. Martin and J. H. Riheldaffer. The new president has been in the grain trade since 1862, and a resident of Minneapolis since 1886.

### MINNESOTA.

An elevator is being erected at Syre, Minn.

Bingham Bros. have repainted their elevator at Ghent, Minn.

E. Blankenburg has entered the grain trade at Springfield, Minn.

The Farmers Elevator Co. has awarded the contract for an elevator at Ivanhoe, Minn.

W. W. Brown, as manager, has opened the elevator of the Thorp Elevator Co. at Litchfield, Minn.

The Duluth Elevator Co. has purchased a gasoline engine for its elevator at Litchfield, Minn.

The Ortonville Elevator & Milling Co. has been incorporated at Ortonville, Minn., with \$25,000 capital stock.

E. L. Welch & Co. of Minneapolis has purchased the elevator until recently operated by J. P. Jensen at Litchfield, Minn.

A. B. Converse is erecting a 25,000-bushel elevator at Barry, Minn., for which a 12-h. p. engine will furnish power.

The Hawkeye Elevator Co. is building a 25,000-bushel elevator at Lewisburg, Minn., for which Honstain, Bird & Co. have the contract.

The Cargill Elevator Co. has leased the Greenleaf Elevator at Litchfield, Minn., giving it two elevators at that point. P. M. Olson is the new buyer.

The Minneapolis & Northern Elevator Co. has awarded the contract to Honstain, Bird & Co., for the replacing of its old plant at Sauk Center, Minn., with an up-to-date elevator.

The farmers have finished the improvements on their elevator at Dalton, Minn., and reopened for business. A 4-h. p. gasoline engine has been placed in the new brick engine house.

The Sheffield Elevator Co. will build elevators of 35,000-bushels capacity at Montgomery, Elko, Le Sueur, Cleveland and Lonsdale, Minn. The Younglove & Boggess Co. has the contract.

The business men and farmers of Skyberg, Minn., have purchased the elevator formerly operated by the St. Paul & Kansas City Grain Co., and will form a stock company to continue the business.

When its new yards at Rice's Point have been completed the Northern Pacific Railroad will distribute grain cars arriving at the head of the lakes from

that point to Duluth and Superior, instead of from South Superior.

T. R. Dunn, agent for E. A. Brown, Jasper, Minn., Oct. 2: Crops very light; wheat will average about 8 bushels, barley about 25 and oats 35; corn an almost total failure; continued wet weather has left crops in almost unmarketable condition.

Receipts at Duluth, Minn., for September amounted to 9,013,562 bushels of wheat, 466,574 bushels of oats, 260,015 bushels of rye, 1,304,351 bushels of barley and 1,672,406 bushels of flax, with a total of 12,716,838 bushels; compared with 11,435,775 bushels of wheat, 60,389 bushels of corn, 169,140 bushels of oats, 245,642 bushels of rye, 974,469 bushels of barley and 709,628 bushels of flax, with a total of 13,595,070 bushels, the record for the corresponding month of last year. Shipments for the same time amounted to 7,156,767 bushels of wheat, 124,085 bushels of oats, 135,701 bushels of rye, 479,968 bushels of barley and 1,286,910 bushels of flax, with a total of 9,183,431 bushels; compared with 6,980,051 bushels of wheat, 63,838 bushels of corn, 74,744 bushels of oats, 60,439 bushels of rye, 635,987 bushels of barley and 655,494 bushels of flax, with a total of 8,471,503 bushels for the corresponding month of 1901.

### MISSOURI.

H. C. Stanley and L. D. Farr are erecting an elevator at Wakenda, Mo.

The Fenner Grain & Commission Co. has been formed at Carthage, Mo.

Work on Mr. Lemar's elevator at Rich Hill, Mo., is progressing rapidly.

C. C. Flack of the Schreiner-Flack Grain Co., of St. Louis, Mo., died recently.

E. S. Harte, Knob Noster, Mo., Oct. 6: Weather very wet; only about 30 per cent. of wheat sown.

A sub-station of the Kansas City post office has been established in the Board of Trade for the convenience of the grain men.

G. A. Frerking & Shilling Bros. have succeeded H. Beapler & Shilling Bros., as owners of the Concordia Roller Mills at Concordia, Mo.

The Midland Elevator Co. of Kansas City, Mo., has been incorporated with \$150,000 capital stock to operate the Peavey line of elevators in Kansas.

C. A. Raum, who for several years has operated a bucket shop at Sedalia, Mo., has recently followed the example of others by going into bankruptcy.

The Marshall Mill & Elevator Co. has been incorporated at Marshall, Mo., with \$25,000 capital stock. Incorporators: W. H. Calvert, M. E. Doan and others.

The Planters Brokerage & Commission Co. has been incorporated at St. Louis, Mo., with \$10,000 capital stock, to deal in all kinds of grain. Incorporators: Frank Limberg, D. Porter and others.

### NEBRASKA.

G. W. Venner & Co. are improving their elevator at Eagle, Neb.

The Omaha Elevator Co. of Omaha, Neb., has purchased a Hall Distributor.

G. Nelsen, Dakota City, Neb.: Would not get along without the Grain Dealers Journal.

J. T. Evans will continue the business formerly conducted by Evans & Hare at Murdock, Neb.

The Bartling Grain Co. has bought of O. Hanson the elevator at Bookwalter, Neb., and employed him as manager.



H. Gund & Co. are building an addition to their elevator at Campbell, Neb., which will increase its capacity to 50,000 bushels.

August Thiele has purchased the interest of Mr. Buckmann in the elevator and grain business of Buckman & Marquardt at Avoca, Neb.

Since the lease of Leet & Dickinson expired, A. Upton has taken the management of his elevator at Fairbury, Neb., into his own hands.

W. H. Ferguson may enlarge his elevator at McCook, Neb., and put in gasoline power. His agent thinks that is the only power for a small elevator.

W. B. Weeks has purchased the grain business of the Central Granaries Co. at Horace, Neb. It is said that E. D. Gould also holds an interest in the business.

The Omaha Feed Co. has been incorporated at Omaha, Neb., with \$50,000 capital stock, to conduct a wholesale and retail feed business. Incorporators: Fred Peterson, Leon Brunnell and others.

S. S. Garvey, agent for W. H. Ferguson, McCook, Neb., Oct. 3: Nebraska has redeemed herself and I hope we will always have good crops for years to come; ground in the best condition it has ever been at this season of the year.

## NEW ENGLAND.

Louis Barter, formerly well known in Concord, N. H., as a dealer in grain and flour, died recently.

C. P. Washburn, who recently purchased the grain business of E. A. Parker at Middleboro, Mass., is building a four-story frame elevator with a stone foundation. It will cost about \$10,000 and will be opened for business soon.

## NEW YORK.

Brown Bros. have recently completed an elevator at Scottsville, N. Y.

Belden & Co. are putting in another No. 27 roll Cleaner at Farmer, N. Y.

F. M. Ingelow, Livonia, N. Y., recently put in 34 Clipper Bean Picking Tables.

M. C. Stark, Penn Yan, N. Y., is installing a No. 9 roll Clipper Cleaner for handling beans.

Frank H. Battels, Rochester, N. Y., recently put in a No. 7 brush cleaner for handling seeds.

Rowe & Kennedy, Canaseraga, N. Y., are equipping their picking room with Clipper Picking Tables.

C. H. Coward & Co., South Byron, N. Y., are adding Clipper Bean Picking Tables to their outfit.

A Brooklyn, N. Y., firm has awarded the contract for a floating grain elevator, 112 feet in length.

Jensen & Clark have purchased the grain and feed business of Jasper O. Smith at Penn Yan, N. Y.

E. M. Upton & Co. of Rochester are adding another Clipper Bean Cleaner to their plant at Honeoye Falls, N. Y.

Samuel E. Prevost of Heathfield & Washburn, grain dealers at Buffalo, N. Y., has started on an automobile trip in the interests of the firm, through the principal wheat districts of Michigan.

Tarrant & King have been incorporated at New York City, with \$50,000 capital stock to deal in grain, stocks and cotton. Incorporators: William Bachelor, P. T. King and A. C. Goodman.

The New York & New Jersey Produce Co. of New York City has purchased the grain warehouse of Harrison Briglin, located at North Cohocton, N. Y., and is installing machinery for handling beans.

The New York Produce Exchange has amended rule 7 of the grain trade as follows: Oats sold for future delivery at public call and on the floor of the Exchange unless otherwise specified, shall be known as "contract oats," upon which seller shall have the right to deliver, in lots of 5,000 bushels, as provided in Section 1, either extra white clipped oats, No. 1 white clipped oats, No. 2 white clipped oats, extra white oats, No. 1 white oats, No. 2 white oats or standard oats.

The tall towers on the top of McCormick's elevator are being razed. These were erected by J. Brice Martin when superintendent of the defunct Brooklyn Wharf & Warehouse Co. They formed part of an expensive plant which he expected would revolutionize the handling of grain here. Iron pits were sunk in the wharf close by the elevator wall, which led to the elevating buckets. The idea was to discharge the grain from cars into these pits. An extensive plant was also put in for trimming the grain mechanically instead of by hand, but it never appeared to work satisfactorily, and the whole plan was finally abandoned. The removal of the towers referred to is the wind-up of this plan. It does not appear as though the New York Dock Co. contemplates for the present at least the destruction of either Masters' or McCormick's elevators, these being the only two now left in the Atlantic Dock. Their tall outside towers have been treated to coats of paint.—Eagle, Brooklyn, N. Y.

## BUFFALO LETTER.

The winter wheat supply is getting short again, especially on track, and the amount of spring wheat in elevator is so largely held by millers, who would not sell a bushel of it at any ordinary price.

Still the complaint that our grain prices can not be pushed up to the level of prices further west. So long as this is a fact—accepting the report—there will be dull times on 'Change.

Henry V. Burns has given up all idea of waiting to see if the burned Manning Malt House is to be rebuilt and has leased the Lake View House of White & Crafts, which has a capacity of 300,000 bushels.

The city maltsters are still at sea over the lack of hard coal to use in their business and with coke at prohibitory prices there is no relief in that direction. Still, preparation for the usual business has been made.

Spite of the unusually fine quality and condition of the new spring wheat that is coming in our millers are still either refusing to use it or are putting in a little on the quiet and speaking of the deed under their breaths. There is still 6 cents difference between old and new No. 1 northern spring.

So many of the grain dealers on 'Change, who stood aloof from the effort to set up option dealing last spring are now committed to the movement that it is taking a very much more of a live form, though the work is still in committee. It appears now that practically all the grain interests here are pulling straight, so something ought to come out of it.

Improvement in the receipts of grain by lake is noticeable; but it will be useless to try to make up lost receipts now. For September the receipts were 11,977,000 bushels, which is less than for any September since 1890. Flour is still at its highest, being 7,182,386 packages, an

amount exceeded twice only and that but slightly in the history of the trade.

The inspection report shows that oats for the month are the chief item in the count, but the amount has now fallen very low, so that corn exceeds everything else. September inspection of the Merchants' Exchange foots up 2,420 cars on track and 1,729 out of store, a total of 4,149; against 4,501 for August. Chief Inspector Shanahan is still west from attending the grain meeting at Peoria.

Canal men are pleased to find that their work has succeeded at the outset of the campaign. They developed strength enough to oblige both parties to put canal planks in their platforms and at least one of them did this with evident reluctance, which all the more proved that they feared the power of the canal movement. It is plain that there is still much work to be done, but it will be done without any hesitation.

Of course the enemies of the canal are still harping on the old tune, claiming that there are "extortionate steam elevator charges" at Buffalo, as the "State Tax and Transportation Reform Association" put it at Albany the other day. The fact is that there has not been a cent paid for elevating canal grain in Buffalo for several years. There is no charge of any kind to such grain and there is not likely to be right away, as the pool elevators take this way of keeping the canal elevators idle.

The insurance companies are doing the proper thing in taking the malt damaged in the burning of the McLaughlin Malt House and drying it on their own account, after paying \$23,000 on it as a total loss. There has been much complaint of loose handling of the malt and other damaged grain by speculators on account of their letting it lie till it smells badly. The McLaughlin malt was insured for \$35,000, but this little matter of over-insurance is never made over to the insured.

M. P. Ryley, the western grain dealer who located sometime ago in Scranton, Pa., but changed his base of operations to Buffalo this season, is now building a corn mill in the International Elevator, which he sometime ago leased at Black Rock. It is the plan to run it mostly to work off the oat clippings in chop feed, but straight corn meal will also be made. The capacity will be about 50 tons a day. It will be running in a month or thereabouts. As the elevator is to be used as a general transfer for car grain coming in from the Canada roads, Grand Trunk, Canadian Pacific, Wabash and Michigan Central, there is a good business ahead of the enterprise.—J. C.

## NORTH AND SOUTH DAKOTA

Westedge, N. D., is to have another elevator.

George Gackle will build an elevator at Lehr, N. D.

Fred Brown is now at work at the elevator at Oldham, S. D.

Henry Newman has entered the scooping business at Groton, S. D.

The Western Elevator Co. is making repairs on its elevator at Ferney, S. D. The Cando Elevator Co. has completed a 40,000-bushel elevator at Cando, N. D. Keim Bros. have succeeded Wm. Robb in the grain and implement business at Eureka, S. D.

C. H. Chase has rebuilt his elevator which was burned last winter at Willow Lakes, S. D., and installed a gasoline engine.

At Forestville, S. D., an elevator of



25,000-bushels capacity is being built for the McCaull-Webster Elevator Co. by Honstain, Bird & Co.

J. T. Scrogg of Beresford has purchased the elevator at Carthage, S. D., of Patten, Jackson & Co., and engaged Ernest Patten as agent.

George Herther, while unloading grain at the Western Elevator at Hecla, S. D., slipped and fell fracturing his collar bone. He will have to carry his arm in a sling for some time.

Patrick McHugh, partner in the McHugh & Gardner Elevator Co., which owns a line of elevators in North Dakota, died at a hospital in St. Paul, Minn., Sept. 16, of dropsy.

The Minneapolis & Northern Elevator Co. is building three new elevators of 40,000-bushels capacity each, on the new extension of the G. N. Ry., north from Devils Lake, N. D. Honstain, Bird & Co. have the contract.

James A. Piercy, while at work on Pinkerton & Mariner's elevator at Ashton, S. D., slipped from the roof of the driveway and fell about 12 feet to the ground, crushing the bones of his foot and crippling him for a time at least.

F. J. Lytle, manager Northwestern Elevator Co., Willow Lakes, S. D., Sept. 23: Wheat yield about 18 bushels per acre; some smut in wheat which hurts grades; barley yield from 30 to 40 bushels per acre; flax very badly frost bitten, which otherwise would have been good crop.

The Great Western Elevator containing 7,000 bushels of flax and the Lahart Elevator, containing 3,000 bushels of flax were destroyed by fire, Sept. 26, at Esmond, N. D. A few days later, Sept. 30, the Monarch Elevator was burned, making three elevators destroyed in the town in less than a week. The total capacity of the elevators was 100,000 bushels and about 20,000 bushels of grain were lost. Evidently the work of incendiaries.

## OHIO.

Churchill & Co. will build an elevator at Milbury, O.

Peterson & Wright, Akron, O., will install a No. 6 Clipper Cleaner.

Chas. Shuler is no longer in the grain business at McComb, O.

E. H. Wilson has purchased an elevator near West Liberty, O.

It is reported that Van Wert, O., is to have another elevator.

Wm. Leyshon of Groveport, O., is known as a scoop shoveler.

Geo. B. Wilson is no longer among the grain dealers of Deshler, O.

Churchill & Shuler are building an elevator at Hancock Station, O.

F. M. Robinson has purchased the elevator at Dunkirk, O., of C. M. Jones.

G. W. Poling, Ansonia, O., has placed a No. 7 Clipper Cleaner in his elevator.

C. Morrison has done some scooping business in oats at a siding near Jenera, O.

Pearl Galogly has no elevator, but loads from the wagon to the car at Leipsic, O.

O. T. Rozelle has secured a site and proposes to erect a 50,000-bushel elevator at Troy, O.

The Thierwechter Co. has been incorporated to succeed Emery Thierwechter & Co. at Oak Harbor, O.

A. E. Miller contemplates building an elevator at Yelverton, O., and installing a dump for handling corn.

Kohn & McGinnis, whose elevator was burned July 30, will not enter the business again at Middle Point, O.

Wm. Fry, Big Springs, O., Oct. 8: Very little wheat sown on account of wet weather; corn spoiling in shock.

S. B. Miller is building a third stand of elevators in his house at Englewood, O., and putting in a corn dump.

The Myers-Patty Co. of Maria Stein, O., is erecting a large brick smoke stack on its elevator at Pleasant Hill.

Malcolm Crockett, Grelton, O., Oct. 8: Grain not grading well; corn will be low grade owing to wet weather.

The Farmers Elevator Co. has recently completed a large corn crib in connection with its elevator at Deshler, O.

J. E. Iseman, Fruitdale, O., Oct. 8: Corn in shock being damaged badly by too much rain and early harvesting.

The Wayne Grain & Milling Co., Leipsic, O., Oct. 8: Corn crop damaged fully 25 per cent. throughout Putnam County.

Joseph Stewart and Eli Rowles have purchased the elevator, lumber yards and coal sheds of Henry Hansbarger at Millersport, O.

H. E. Rhodes, representing the Tiffin Grain Co. will install a No. 7 Clipper Cleaner in the elevator of that company at Tiffin, O.

The Wayne Grain & Milling Co. has recently enlarged and repaired its elevator at Leipsic, O., and installed a 22-h.p. gasoline engine.

The Goemann Grain Co. of Chicago has been incorporated to do business in Ohio, with headquarters at Mansfield. Capital stock \$100,000.

J. W. Caris, Fulton, O., Oct. 8: Corn crop badly damaged by wet weather; farmers delayed in wheat sowing on account of too much rain.

Daniel Burns, Hagerman, O., Oct. 8: Crops good this season; new corn drying slowly and it will be about Dec. 1 before corn will do to handle.

The Payton & Bennett Co. has been incorporated under the laws of West Virginia with headquarters at Springfield, O. Capital stock, \$10,000.

M. S. Cook of Tingley Bros. & Cook, Cooks, O.: I have recently taken charge of the elevator here and consider the Journal essential to the business.

S. A. Pool, manager for Z. H. Travis, McComb, O., Oct. 8: Very little wheat sown yet; corn damaged some, too much rain; fodder molding and rotting.

G. P. Teegardin has substituted a screw conveyor and short elevator instead of a drag belt for handling ear corn in his elevator at Ashville, O.

Tingley Bros. & Cook have given their elevator at Cooks, O., a general overhauling and repairing and put in a new self feeder and a No. 2 Western Sheller.

C. E. Groce will add to the capacity of his elevator at Ashville, O., by building large corn cribs. This seems necessary on account of the extra large corn crop.

M. F. Crissman's new storage elevator at Manchester, O., will be ready for occupancy Nov. 1. It has a capacity of 25,000 bushels and is built of brick and steel.

The grain drying plant of the Toledo Salvage Co. at Toledo, O., has been completed. Some wheat has been received into store, but no wet grain has been received.

The Pierce Grain & Implement Co. of Union City, Ind., has been incorporated to do business in Ohio. Capital stock, \$20,000; Mary C. Craven of Dayton is interested.

Samuel K. Valentine, a retired grain and stock dealer at Stoutsville, O., dropped dead Sept. 17, having been

seized by a fit of apoplexy. He was 80 years old.

Z. H. Travis has purchased the interest of Arthur Emmick in the firm of Travis-Emmick Co., dealers in grain at Toledo, O., and will conduct the business in his own name.

J. B. Miller of the Buckeye Elevator Co. of Continental, O., writes that the Northwestern Ohio Grain Dealers Association has helped the grain men to a nice profit this year.

Victor E. Campbell of the firm of Campbell & Everett, dealers in grain at West Milton, O., died of typhoid fever Sept. 20, aged 30 years. He leaves a wife and one child.

G. P. Teegardin, Ashville, O., Oct. 8: Very poor season thus far for curing corn, owing to wet weather and green corn; fair and cool weather now promises better conditions.

E. T. O'Hara, Lockbourne, O., Oct. 8: Old corn all out; new corn crop large, but much spoiled in shock; weather too wet for it to dry; will be middle of November before it will do to ship.

Wes Hardman is putting a large corn sheller in his elevator at Woodstock, O., and remodeling the building throughout. He is also enlarging his corn cribs and dumps in his elevator at Hagenbaugh, O.

It is rumored that Mr. McYaughlin will build an elevator at a point on the Columbus, London & Springfield road in Ohio. He is trying to arrange with the railroad officials for the building of spur tracks.

J. W. McMillen & Son have purchased the elevator which is now being erected at Roselms, O., and will conduct it in connection with their elevators at Scott, Cavett, Grover Hill, Ohio City and Van Wert, O.

J. M. McCullough's Sons, Cincinnati, O., are adding to their seed house equipment two more No. 9 special traveling brush Clipper Cleaners. This makes six of these machines they have installed this season.

Thomas Brawley has purchased the interests of Conrad Kipp and Joe Royer in the Greenville Grain Co. at Greenville, O., and took possession Oct. 2. Herbert Ganvey will remain as operator and Samuel Nur as bookkeeper.

At the annual meeting of the Toledo & Wabash Elevator Co., held Oct. 1 at Toledo, O., the following directors were chosen: A. M. White, G. W. Davis, R. H. Baker, C. L. Reynolds, C. F. Adams, L. W. Frost and B. F. Durfee.

R. Turner & Son are making improvements on their elevator at Miller City, O., which will cost about \$200. A cupola of 10,000 bushels capacity has been built and machinery including a No. 2 Western Sheller and Rotary cleaner and a corn feeder will be installed.

Prof. J. D. Schaefer has purchased a half interest in the grain and live-stock business formerly conducted by C. A. Long at Dresden, O. The grain dealers are recruiting their ranks from all trades and callings and even school teachers furnish one once in a while.

The elevator at Grover Hill, O., owned by J. W. McMillen & Son, and containing about 10,000 bushels of grain and a complete outfit of machinery, was destroyed by fire Oct. 1. Another elevator belonging to Churchill & Co. caught fire, but little damage was done.

D. E. Maxwell, Kirby, O., Oct. 8: Wet weather has prevented five-sixths of the farmers from sowing wheat up to the present time; any ground too wet for three days yet; much clover seed cut, but



in bad shape owing to continued wet weather; grain moving slowly.

George W. Clark is charged with appropriating \$1,100 belonging to Wesley Hardman. He has been employed by Mr. Hardman as manager of his elevator at Woodstock and Hardman claims he sold feed amounting to the sum mentioned and never turned over the money.

The Defiance Milling Co., Defiance, O., Oct. 8: Owing to wet weather not more than one-third the acreage intended for wheat has been sown and the ground will not be fit to work for a week at least, provided the weather continues favorable; outlook, therefore, very discouraging.

Harry N. Kress, dealer in hay and straw at Middletown, O., has purchased a complete outfit of machinery for his 20,000-bushel elevator. This outfit includes a 15-h.p. gasoline engine, a No. 2½ Western Combination Sheller and Cleaner, a link-belt conveyor, elevator buckets and a 30,000-pound hopper scale.

In his application for quo warranto proceedings Attorney General Sheets of Ohio makes pertinent inquiry as to the membership of the American Farm Co., which has been denounced as a swindle. Prof. Harry St. Clair of Columbus, O., is one of its agents, and Sir Edward Woollet, described as "auditor of England," is said to be a pillar in the concern.

The Union Grain & Hay Co. has secured a site and will erect a grain and hay elevator of 150,000 bushels capacity at Cincinnati, O. The structure will be protected with corrugated iron and cost about \$150,000. A switch will give the company access to the Big Four, the B. & O. and the Southern roads. W. W. Granger is general manager of the company.

Morgan Johnson, Greenville, Darke Co., O., Oct. 8: Corn crop was supposed to be the largest ever known, but recently farmers seem to think much of the corn is rotting and growing in the shock and a portion of it will be spoiled and fit for hog feed only; this will curtail our receipts for shipment; some farmers always complain, yet so much rain has hurt it some.

James McLaughlin, while at work on Sneath & Cunningham's new elevator at Tiffin, O., was struck by a heavy timber, which broke his arm. The beams for the building were being raised by a pulley and horses. While raising one of the timbers the horses became frightened and started to run, pulling the timber up with such rapidity that Mr. McLaughlin was unable to get out of its way.

C. E. Groce, who operates a 40,000-bushel elevator on the N. & W. at Ashville, O., with the aid of his manager, W. P. Sallady, is one of the shining examples for the other Ohio dealers to pattern by. Mr. Groce is a members of the Ohio Grain Dealers Association, a stockholder in the Ohio Grain Dealers Mutual Fire Insurance Co. and a subscriber to the Journal that advocates these progressive ideas.

The new grade of contract corn in the Toledo market went into effect Oct. 1. The rule is: All contracts made after Oct. 1 in corn for future delivery shall be considered to be No. 3 yellow corn unless otherwise specified at the time the contracts are made. This does not prevent trading in No. 2 mixed corn for future delivery. All contracts for No. 2 corn to be filled by deliveries of No. 2 mixed corn or No. 3 yellow corn at the option of the seller. To grade No. 3 yellow, corn "shall be at least 90 per cent yellow, must be sound, reasonably dry and reas-

onably clean, and may be slightly mixed with unsound kernels."

The annual fall meeting of the Ohio Grain Dealers Association will be held at the Chittenden hotel, Columbus, O., Tuesday, Oct. 14, beginning at 10 a. m. The program is one that merits the attention of all regular dealers, and every one should make use of the opportunity to be heard in the discussion of each topic. Come prepared to give those present the benefit of your experience. The visiting dealers will be entertained at luncheon by the Columbus dealers. The program is:

The corn crop of 1902. Discussion: When should dealers begin to receive new corn; proper margin of profit to protect shrinkage, condition, grade and prospective market decline to the level of values based on the deferred futures; delay in securing cars.

The oats crop of 1902. Discussion of shrinkage while in transit and while in store, grades, cleaning.

Wheat. The relations between millers and shippers. What protection can we reasonably ask from millers competing with shippers. What action should be taken with reference to the unfair grading in Toledo; placing 58½-60 pound slightly shrunken wheat in No. 3 grade, and applying the maximum difference in price between No. 2 and No. 3 as a discount.

What assistance, if any, should be given by this association to local associations and to individual dealers who refuse to affiliate or join the state association?

What action should be taken with shippers, track buyers, commission men or receivers, either members or non-members of this association, who continue to handle the business of scoop shovelers, farmers and market disturbers after having been informed of the first offense?

Non-fulfillment of contracts, remedies, adjustments, recourse, claims on railroads.

Should shippers, track buyers, commission men and receivers protect each other and even at slight apparent sacrifice confine as far as possible their business relations with association members?

The Ohio Department of Agriculture, in its report issued Oct. 1, gives the area of wheat as 2,243,225 acres, the percentage plowed up as 3, the yield per acre as 18.1 bushels, the total product 39,462,000 bushels and the quality as 89 per cent. Ten per cent of the 1901 crop is still in producers' hands. Each week, for a number of weeks previous to the harvest, wheat condition gradually improved, and when the machines were placed in the fields the very general report was that the grain was yielding better than expected and this fact is now borne out by the results of threshing as indicated in this report. The total wheat product, while not a full crop for the state, is about eight million bushels in excess of the crop of last year and is well up toward a good average crop. The very excellent corn prospect indicated a month ago has been somewhat disturbed by the unfavorable weather conditions that most generally prevailed during the greater part of September, when favorable weather was most needed to mature and harden the crop. Corn cutting began a little later than usual and a great area is still uncut. September 13 to 16 frost occurred, which did considerable damage to corn in the small valleys, and tended to reduce the favorable conditions previously indicated. Since the frost there have

been excessive rains and much cold; conditions still unfavorable to standing corn and to the corn in shock, some of which is molding and the fodder rotting. Notwithstanding these late unfavorable conditions, the corn crop will be large, but there will be a great deal of it that will not be merchantable. Compared with an average the prospect is for 88 per cent of a crop. Oats show a most abundant yield per acre. With very rare exceptions the crop is heavy throughout the state. Last year the oats crop was not quite up to a good average per acre, but this year it is much above an average and the total product will exceed by more than ten million bushels the crop of last year. There is nothing to indicate that the quality of the grain has been seriously affected from any cause, and as compared with an average quality, shows high. Barley and rye show good product per acre, and average well as to quality.

#### OHIO LETTER.

All dealers report the prolonged wet weather is hurting the corn badly. It is advisable for dealers to warn farmers to sort their corn when husking.

Snyder Bros. have laid the foundation for an annex to their mill at Leipsic, O., which will be used as an elevator. The building will have a capacity of 20,000 bushels and be equipped with a Western Sheller and Cleaner, a Monitor Cleaner. It will be completed Nov. 1.—C. A. B.

#### PACIFIC COAST.

R. Morgan has entered the grain trade at Heppner, Ore.

L. Damon has entered the grain and flour business at Independence, Ore.

The Sheldon Milling Co. has nearly completed its large elevator at Rockford, Wash.

Balfour, Guthrie & Co. have purchased the grain business of Sam Flower at Mabton, Wash.

The Olympia Trading Co. of Olympia, Wash., has put in a feed mill and will handle grain.

The Farmers Grain and Supply Co. is building warehouses at Wilson Creek, Krupp and Stratford, Wash.

Phillips & Aldrich, grain dealers at Goldendale, Wash., recently lost \$700 worth of property by fire. Insurance \$500.

The warehouses at Redondo, Cal., are being filled to their utmost capacity with the grain which is daily brought in from the adjacent ranches.

The Later Grain Co. has been incorporated at Rigley, Fremont county, Idaho. Incorporators: Nils Hoff, J. W. Bailey, Peter Later and others.

Sam Williamson, Salt Lake City, Utah, Oct. 3: Wheat in brisk demand by local mills at an advance of 5 cents within the last two weeks, owing to smaller receipts, also good export demand for Colorado.

At a recent meeting of the board of directors of the Merchants Exchange, San Francisco, an amendment was passed which changes the time of the afternoon session to 2 to 2:30 instead of 1:30 to 2:30.

Fire at La Grande, Ore., Sept. 23, destroyed the Pioneer Flouring Mill and an adjoining elevator, which contained about 30,000 bushels of wheat. The mill plant was valued at \$30,000. Insurance on plant and wheat, \$20,000.

After some lively bidding the McDonald Grain & Milling Co. secured for \$140,000 a piece of land at San Francisco, Cal. It will be used as a site for a large



manufacturing plant. W. E. Keller is manager of the milling company.

D. W. Greenburg, Kamiah, Idaho, Sept. 30: Principal crops in this section are flax, wheat, oats and barley, of all of which there is an abundance; grain nearly all harvested and yield considered a banner crop; milling oats raised here bring a foreign demand.

The grain handlers' strike at Tacoma, Wash., has been settled. The men have been granted 30 cents per hour, for 10 hours and will work 3 hours overtime for four hours' pay. The employers will have the privilege of employing union or non-union men indiscriminately.

A 150,000-bushel warehouse and a half-mile cable tramway are being built on Nezperce Prairie, Nezperce county, Idaho. Companies are preparing to build three other houses on the tramway, which is owned by a corporation of farmers and which will be used to ship grain to Portland, Ore., and Seattle and Tacoma, Wash.

The Pacific Starch Co. will soon begin the erection of its new buildings, which will include the main factory, the warehouse and a brick boiler and engine house. A plan for the consolidation of the Pacific Starch Co. and the Malta Vita Co. is in progress and the latter company may build a plant near that of the former company early next spring. The plant will be erected on the flats at Tacoma, Wash.

### PENNSYLVANIA.

Pinney, McCallum & Co., Philadelphia, are installing in their new warehouse a No. 27 Clipper Roll, Brush and Special Air Cleaner.

The Philadelphia Commercial Exchange has amended its by-laws to allow the accumulation of a reserve fund of \$150,000, instead of \$75,000, as formerly. The association is in a prosperous condition.

### SOUTHEAST.

W. Royston Mathews of Monkton, Md., has built a grain elevator.

Shannon, Miss., is said to have one of the few corn elevators in that state. It was built in 1895 and will ship 100 or 200 cars this season.

The business of the Southern Grain Co. at Birmingham, Ala., has grown to such proportions that it has been obliged to move into larger quarters.

The marriage of Eleanor Agnes Dooley and Walter B. McCardell, senior member of W. B. McCardell & Co., grain dealers at Baltimore, Md., is announced. The groom is a member of the Baltimore Chamber of Commerce.

The Richmond Grain Exchange on Oct. 1 adopted a rule that when there is no specific contract to the contrary, on and after Nov. 1, 1902, carloads of western grain sold to arrive, viz.: wheat, corn and rye, shall be deemed to contain 750 bushels, carloads of oats 1,250 bushels, with an allowance not exceeding 10 per cent.

While Olmstead Boyd of Leishear, Boyd & Co., grain receivers and exporters of Baltimore, Md., was driving Sept. 20 his carriage collided with another vehicle and Mr. Boyd was thrown to the ground, striking his head. Concussion of the brain resulted and for several days he lay unconscious. He is, however, recovering.

The prominent business men and farmers of Lewisburg, Tenn., and vicinity are organizing a company with \$20,000 capital stock, for the purpose of building a large grain elevator and flour mill at Lewisburg, and conducting a general

grain and milling business. Incorporators: W. W. Ogilvie, Dr. T. E. Reed, R. A. McCord and others.

Cotton crop conditions Sept. 25, as reported by John Hyde, statistician of the Department of Agriculture, were 52 in Alabama, 62 in Georgia, 63 in Mississippi, 68 in North and South Carolina and Florida, 73 in Virginia and 76 in Tennessee, while the average condition in all states was 58.3, compared with 64 a month earlier and 61.4 a year ago.

Armstrong, Squier & Co. of North East, Md., write: We are building a new dam for our flour mill and have just had the fiercest flood which we have had for 15 years. Bridges were washed away, great holes torn in roads and much lumber floated off. At Principio, on the P. W. & B. R. R., a large culvert, 180 feet wide and 90 feet deep, was washed out, stopping all trains for a week. A large bridge on the B. & O. at Leslie was badly washed away.

The Illinois Central railroad has agreed to allow Memphis shippers the privilege of mixing carload shipments of grain and hay at class D freight rates. This arrangement has been effective heretofore to stations on the Yazoo & Mississippi Valley railroad, but was not available to Illinois Central points. The concession will mean a saving of a large amount to Memphis grain shippers in freight rates. The old rates have been class D in full carload lots of grain or hay, but the shipments could not be mixed at the carload rate. The ratings have been made at so much per hundred pounds for the less than carload rates, which has made a mixed shipment cost the shipper much more per car.

### SOUTHWEST.

Will & Morris have leased the elevator and flour mill of W. W. Livingston at Glenwood Springs, Colo.

The Thomas Milling Co. has been incorporated at Thomas, Okla., with \$25,000 capital stock and will deal in grain. Incorporators: J. W. Money, John Money and O. A. Wheeler.

John Hyde, statistician of the Department of Agriculture, in his report issued Oct. 3, gives the condition of cotton Sept. 25 as 47 per cent in Texas, 61 in Oklahoma, 64 in Louisiana, 65 in Indian territory, 68 in Arkansas and 73 in Missouri.

Finding that Kansas farmers are becoming tired of his Co-Operative Grain and Live Stock Association, James Butler, its promoter, has gone down into Oklahoma, where suckers are reported to be thick. At Alva, Okla., recently, 100 farmers were persuaded to join.

H. K. Cochran of Little Rock, Ark., is preparing for the erection of a 40,000-bushel elevator, which will be run by electric power. Warehouse space, 140x75, will be arranged for on a level with the car doors. A franchise for a 140-foot switch has been secured.

### TEXAS.

McAlister & King have succeeded G. B. McAlister in the grain business at Luling, Tex.

J. S. Newman is making preparations to enter the grain and feed business at Bryson, Tex.

C. McD. Robinson, chief inspector of the Galveston Board of Trade, reports the amount of wheat exported at Galveston, Tex., for September to be 2,999,000 bushels, compared with 1,854,979 bushels exported during the corresponding month of last year.

### TEXAS LETTER.

H. B. Dorsey, secretary and treasurer of the Texas Grain Dealers Association, left Dallas on the night of Sept. 27 for Peoria, Ill., to attend the National meeting.

The railroad commission of Texas recently made a rate of 19 cents per 100 pounds on cleaned rice from points on the Cane Belt railroad to Galveston, Texas, from all points on the road.

W. W. Majors of Midlothian stated that they had a very good crop of grain in that section of the state and that the crop which was brought to Midlothian amounted to about 150,000 bushels, of which amount something like 75,000 bushels was shipped out and the other milled there.

There has been a great deal of complaint in Texas over the grading of oats by the Missouri board. The complaint is that the Missouri inspectors are grading as No. 2 musty oats for shipment to Texas and as the retail dealers are well up on grading the wholesale grain dealers have been having a rather hard time of it. A special meeting of the Texas Grain Dealers Association was called to meet in Dallas at the Oriental hotel at 11 a. m. of Sept. 27 to frame resolutions and take action to get the inspection of Missouri oats straightened out. The following members were in attendance: President J. C. Gibbs of Clifton; Vice-President J. Z. Keel, Gainesville, Secretary and Treasurer H. B. Dorsey, Weatherford; Chas. P. Sherman, Houston; L. G. Belew, Pilot Point; J. P. Harrison, Sherman, of the executive committee; W. W. Andrews, Ft. Worth, and W. O. Brackett, Houston, of the arbitration committee; W. W. Majors, Midlothian; Howard Ardrey, Dallas. In his call Mr. Dorsey stated that it would be a sort of an experience meeting and there was general discussion of the matter of grading musty oats by the Missouri board as No. 2, and a very strong resolution was passed to the effect that it should be discontinued or the Texas grain dealers would go to other markets to make their purchases. This resolution was passed unanimously. The matter of paying the exchange on drafts was also taken up informally, but was laid over to the annual meeting next May in Houston. J. S. W.

### WISCONSIN.

Mr. Suring has nearly completed an elevator at Oconto, Wis.

Bert Strong is manager for the L. M. Goldberg Co. at Marion, Wis.

The Osceola Mill & Elevator Co. is erecting an office building at Osceola, Wis.

The Northern Grain Co. has purchased a lot adjoining its elevator at Manitowoc, Wis.

Fred Burdin has purchased a half interest in the store and elevator at Glendale, Wis.

The W. W. Cargill Co. has purchased the elevator at Askeaton, Wis., of the A. S. Wells Co.

Baumhardt & Brown are improving their elevator at Campbellsport, Wis., and have purchased a 6-h.p. gasoline engine.

David Felix, for some time agent at the Wales elevator at Geneseo, Wis., has purchased a majority of the stock and is building a 24x40-foot addition.

J. A. Lieg and Matt Dillenberg have begun work on an elevator at Shawano, Wis. When completed they will deal in all kinds of grain and potatoes and operate a mill.

Members of the Milwaukee Chamber of Commerce voted, Oct. 9, on a proposition



to raise the grades deliverable on contract with a view to keeping the market on a parity with Chicago.

Edwards, Wood & Co. have obtained two orders of court restraining the Milwaukee Chamber of Commerce from taking any action on the charge of making false reports of deals.

A fire which started in a pile of weeds and rubbish near, slightly injured the Hunting Elevator at Prairie du Chien, Wis., Sept. 15. Prompt attention on the part of the watchman saved the building and contents.

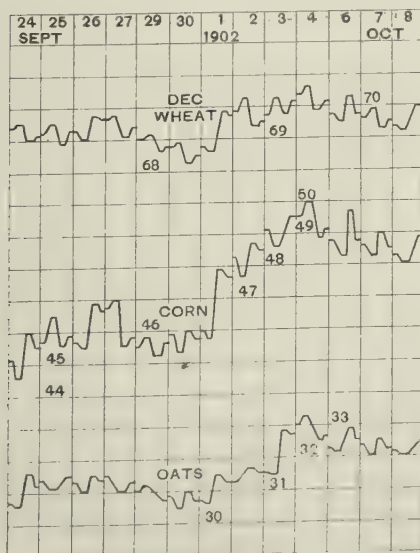
Barley buyers at Chilton, Wis., have been fighting one another to get all the grain in sight. Nearly 60 cents was paid, and farmers are joyful. One day dozens of wagons were lined up at Knauf & Tesch's elevator. Wm. Rahr & Sons of Manitowoc were the rival buyers.

The Stratton, Hammond & Fowler Co. has been incorporated at Superior, Wis., with \$10,000 capital stock, to handle grain. Homer T. Fowler for several years has been engaged in the export grain business. Incorporators: Lyman T. Powell, Fred S. Southern and L. Hanson.\*

John M. True, secretary of the Wisconsin state board of Agriculture, in his report issued Oct. 1 says that the growth of corn has been exceptionally heavy, and with sufficient time for maturing the crop it would have been considerably above an average. Rock and Walworth, two of the largest corn producing counties in the state, report the crop in the best condition—about 90 per cent of a full crop—while the average percentage in other counties, usually classed in the corn district, is from seventy to seventy-five per cent. The reports from the whole state force us to place the general average at 70 per cent of a full crop, and we fear that if placed upon the basis of merchantable corn, the percentage would be driven still lower. Much of the corn in farmers' hands will have a high feeding value for use on the farm, but would not be recognized on the markets. The estimated percentage of a full crop of corn, at a corresponding date in 1901, was also 70, but the general quality was better than now.

### Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the December delivery at Chicago for two weeks prior to Oct. 9, are given on the chart herewith:

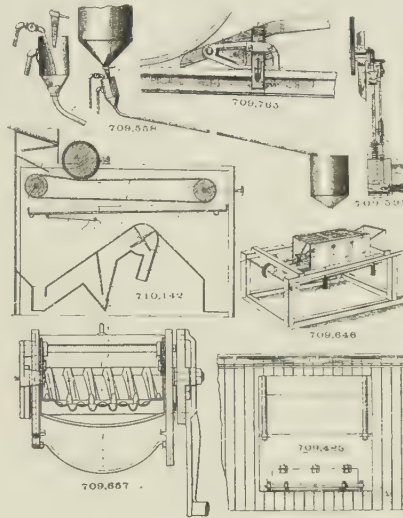


## PATENTS GRANTED

Carl W. Weiss, New York, N. Y., assignor of one-half to Aug. Mietz, New York, N. Y., has been granted letters patent, No. 710,026, on a lubricator for explosive engines.

William P. Rice, Chicago, Ill., has been granted letters patent, No. 709,558 (see cut), on apparatus for conveying grain in malt houses. As the grain drops from the bin hopper into the funnel it is mixed with a jet of water and washed down the conveying pipe to the steeping tank.

Harry C. Harrington and William C. Towers, Rome, Ga., have been granted letters patent, No. 709,765 (see cut), on a car mover. The lever is supported on a tilting body portion, which is held from



backward motion by jaws that grip the under side of the rail head.

Louis A. Hoerr, St. Louis, Mo., has been granted letters patent, No. 709,486 (see cut), on a grain door for cars. The patent covers the use of hanger rods pivoted to the car, with a door slidingly mounted on the rods and an extension hinged to the upper edge of the door to swing against the hanger rods when the door is in its raised position.

William F. Pillmore and David Anderegg, Westernville, N. Y., have been granted letters patent, No. 709,646 (see cut), on a bean separator. The screens are mounted in a box and longitudinally movable independently thereof. The under side of the screen box bears on the transverse partitions of a yieldably supported hopper, above which the screen box revolves.

Howard A. Gray, Plainfield, Ill., has been granted letters patent, No. 709,598 (see cut), on an electric igniter for explosive engines. One of the electrodes has a reciprocating and the other a rotary motion. The rod controlling the exhaust valve carries an arm holding the rotating electrode out of action. The shaft on which the electrode is fixed is split into two sections covered by a clutch.

Lewis A. Aspinwall, assignor to Aspinwall Mfg. Co., Jackson, Mich., has been granted letters patent, No. 709,657 (see cut), on a pea sheller. The peas are shelled upon a rubber roller having an integral spiral rib and a cylindrical core. The concave is adjustable in its relation to the cylinder, and has on its inner surface ribs inclined in a direction opposite to that on the cylinder. A second concave also is connected between the heads

of the machine, but its ribs extend in the same direction as the rib on the cylinder.

Geo. R. Davidson, Lenox, Mich., has been granted letters patent, No. 710,142 (see cut), on a bean cleaning machine. The beans are carried upon an endless traveling belt, passing under a roller having a resilient friction surface which travels at a surface speed different from that of the belt, whereby the beans are prevented from adhering to the roller and their surfaces are subjected to attrition, which pulverizes mud and dislodges impurities from the surfaces of the beans. The beans are discharged from the traveling belt upon a screen to sift out the pulverized impurities. Means are provided to winnow the beans.

## THE SUPPLY TRADE

The cumulative effects of advertising are what make fortunes.—The Mahin Method.

M. Von Loescke, manager of the Carlton Belting Co., Boston, Mass., was in Chicago recently and reports business good with his company.

Karrick, Gray & Williams, grain commission merchants of Chicago, are remembering their friends with a neat brown leather bill book for bank notes.

H. J. Caldwell of Caldwell & Barr, Earl Park, Ind., was in Chicago this week and took a party of Chicago grain men to Earl Park to witness the operation of their new grain purifier.

The Maroa Mfg. Co. of Maroa, Ill., recently has shipped Boss Car Loaders to the following: Michigan Central R. R. Co. transfer elevator, Kensington, Ill.; J. C. Daniels & Co., Middletown, Ind.; W. J. Jenkins, St. Paris, O.; C. E. Shaw, Paris, Ill.; Ceneworth Bros., London, O.; Farrar & Watts, London, O.; Harting & Co., Elwood, Ind.; R. B. Gordin, South Solon, O.; Houston Bros., South Charleston, O.; Ingraham & Broward, Spencer, O.; T. L. Reed & Co., Star City, Ind.

The Hail Distributor Co. of Omaha, Neb., has issued a circular with drawings which very graphically show a great saving in first cost of building an elevator, cupola and roof suited to its device. It claims that by adopting these plans one not only makes a saving in cost, but at same time actually increases the grain storage capacity of the elevator.

Dodge Manuf'g Co. of Toronto, Canada, has completed its contract on time for American Cereal Co. of Peterboro, Ontario. The job consisted of eighteen carloads and several part car shipments, and covered the entire equipment of power transmission machinery for the big cereal mill and elevator, as well as all of the grain handling machinery for the elevator, including improved trippers, power shovels and conveyors. The Dodge Split Friction Clutch was used throughout. This entire equipment was manufactured at the Dodge Co.'s new plant at Toronto, Canada.

France's wheat crop was officially estimated Oct. 1, as 353,750,000 bushels, the greatest, but one, in 20 years.

Imports of beans and dried peas during the eight months ending Aug. 31, amounted to 447,269 bushels, valued at \$457,597; compared with 815,769 bushels, valued at \$987,882, the amount imported during the corresponding months of last year, and 831,964 bushels, valued at \$917,378, the amount imported during the corresponding months of 1900.



## SEEDS.

G. S. Mann has entered the seed business at Portland, Ore.

Wm. Fry, Big Springs, O., Oct. 8: Clover seed in bad shape.

Chas. T. Pierce, Defiance, O., Oct. 9: No new clover being threshed yet.

Chauncey P. Coy & Son, who have the seed house at Waterloo, Neb., are building another at Valley.

W. H. Potter, East Liberty, O., Oct. 9: Clover seed damaged a good deal; probably half a yield of good seed.

The Evans Seed Co., Limited, will build a seed warehouse at West Branch, Mich., for the storage of legume seeds.

The Portland Seed Co. is contemplating the purchase of the seed business of Buell Lamberson's Sons at Portland, Ore.

John M. True, secretary of the Wisconsin State Board of Agriculture, writes Oct. 1: The percentage for clover seed for the whole state is 75.

Risser & Good, Jenera, O., Oct. 8: Clover seed badly grown in fields; some entirely lost by the turning in of stock; think this county has lost about 10,000 bushels.

T. W. Wood & Sons recently shipped from Richmond 100 bushels of Virginia oats to a private individual in the Holy Land, who wished to make an experiment with Virginia seed.

J. J. Hollowell of Jamestown, Ind., when in Chicago recently, stated that clover seed was not half threshed. The quality of the seed received by Hollowell & Bro. has been poor.

The flax and timothy seed imported into the Philippine islands during the year of 1901 amounted to 19,456 pounds, compared with 662 pounds imported during the last six months of the preceding year.

D. McKie & Co. have purchased of C. Bellinger the seed business which the latter has conducted under the name C. Bellinger Grain Co., at Beaumont, Tex. The new firm is composed of Mr. McKie and W. C. Young.

Henry Kramer, Maria Stein, O., Oct. 8: Great damage done to clover seed on account of wet weather; not half threshed and whatever is threshed has been so injured by the late rains that it will grade, not prime, No. 3 or rejected.

Receipts of clover seed at Toledo for the week ending Oct. 4 were 4,800 bags, compared with 9,240 bags received during the corresponding week of last year. No shipments were made during the week, whereas during the corresponding week of last year 1,952 bags were shipped.

C. A. King & Co. write: Clover seed crop conditions are becoming serious. Medium or late seed generally constitutes two-thirds of the total crop. This season it was late and the continued rains have materially reduced the amount which will be saved. Many fields are in such deplorable condition that they will be abandoned. It is now an open question whether there will be enough to supply the home demands.

J. F. Zahm & Co. write: In examining the farmer's seed, always use the cover of a pasteboard box. Don't pour the seed into the hand because it generally looks better in that position than in any other. Take paper box cover (any color except white), look at the seed, then shake it up well and examine it again. You will find it easier to discover the brown seed, dirt and foreign seeds than by holding the sample in the hand or wetting finger and getting it covered with the seed.

That 24-page brochure on Grasses and Forage Plants was so highly appreciated that the whole edition of 10,000 has been exhausted; and the Whitney-Eckstein Seed Co. of Buffalo, N. Y., is publishing a second edition of this compendium of valuable information on grass seeds. On a table is given the weight per bushel, the quantity to sow per acre, season for sowing and uses.

Exports of seeds during the first eight months of this year, as reported by O. P. Austin, chief of the bureau of statistics, included 4,328,501 pounds of clover seed, 354,464 bushels of flaxseed and 5,403,114 pounds of timothy seed, compared with 3,682,528 pounds of clover seed, 114,073 bushels of flaxseed and 4,987,690 pounds of timothy seed exported during the corresponding months of last year.

Chicago shipped during the week ending Oct. 4 1,610,580 pounds of timothy seed, 151,300 pounds of clover seed, 43,000 pounds of other grass seed and 88,235 bushels of flax seed, compared with 1,552,878 pounds of timothy seed, 97,357 pounds of clover seed, 177,889 pounds of other grass seed and 34,476 bushels of flaxseed shipped during the corresponding week of last year.

Chicago received during the week ending Oct. 4 2,663,490 pounds of timothy seed, 594,195 pounds of clover seed, 251,800 pounds of other grass seed and 118,106 bushels of flax seed, compared with 869,050 pounds of timothy seed, 163,907 pounds of clover seed, 476,960 pounds of other grass seed and 90,230 bushels of flax seed received during the corresponding week of last year.

During the squeeze in September wheat at Chicago shiploads of wheat were received from Duluth to meet contracts. In the scramble to close their contracts the unlucky shorts put the price of that option several cents above the deferred futures.

The hay exported from the United States during the seven months prior to Aug. 1, amounted to 64,507 tons; compared with 54,404 tons exported during the corresponding period of 1901, as reported by O. P. Austin, chief of the Bureau of Statistics.

John Hyde, statistician of the Department of Agriculture, reports the condition at harvest, of wheat as 80 per cent, oats 87.2, barley 89.7, rye 90.2. The conditions of growing corn on Sept. 1 was 84.3, compared with 86.5 a year ago.

Imports of breadstuffs to the Philippine Islands, as reported by the War Department, during the eleven months ending Dec. 1, 1901, included 33 bushels of wheat, 6,878 bushels of oats, 77 bushels of corn, and 37,115 bushels of barley; compared with 3,236 bushels of wheat, 284 bushels of oats, 100 bushels of corn and 24,590 bushels of barley imported during the corresponding months of 1900.

Our exports of breadstuffs during the eight months prior to Sept. 1, 1902, included 77,702,846 bushels of wheat, 6,462,561 bushels of corn, 2,946,422 bushels of oats, 2,024,601 bushels of rye and 1,424,991 bushels of barley, as reported by O. P. Austin, chief of the bureau of statistics; compared with 122,621,306 bushels of wheat, 90,616,944 bushels of corn, 22,337,645 bushels of oats, 2,118,956 bushels of rye and 2,432,795 bushels of barley exported during the corresponding period of 1901. The total value of all breadstuffs exported during the eight months was \$108,604,576, compared with \$102,850,604, the value of those exported during the corresponding months of the previous year.

## SUITS AND DECISIONS

J. P. Cadioux & Co., Elgin, Ill., have brot suit against Wm. Tyler to recover \$80.04 alleged to be due as margins on 5,000 bushels of corn.

Suffern, Hunt & Co. of Decatur, Ill., have brot suit against W. N. Potter & Sons of Springfield, Mass., to recover \$5,000 on a deal in grain.

E. R. Ulrich & Sons, grain dealers of Springfield, Ill., have brot suit against Ben Foster, a farmer, to recover \$800 for failure to deliver 4,000 bushels of corn in July, 1901, at Illiopolis, Ill.

The court has denied the priority of the holders of warehouse receipts in the case of the Undine Milling Co., Hagerstown, Md., ruling that the 9,000 bushels of wheat in the possession of the company when it passed into the hands of receivers should be divided among the general creditors.

The Des Moines Elevator Co. has brot suit against the Chicago & Northwestern Railroad Co. to recover \$2,773 damages on account of alleged discrimination in switching cars. The specific charge is made that the defendant company has failed and refused since November, 1901, to set over cars loaded with grain for the plaintiff, to the Des Moines Union track so that they may be hauled to the elevator and there unloaded. The Northwestern, it is claimed, has a track connecting with the Des Moines Union, but compels the plaintiff to remove its grain from cars on the team track and haul it a long distance at a great waste of time and at an enormous expense.

That a bushel of oats is 32 pounds has just been decided by Judge Grosscup of the United States Circuit Court at Chicago in the suit of Joseph T. Cornworth, an army contractor, against Richardson & Co., for the difference between 32 pounds and 36 pounds on a contract for 18,334 bushels. Richardson delivered 5,126,000 pounds of oats, which were accepted, and claimed that taking 32 pounds to the bushel as the standard their contract had been fulfilled. But Judge Kohlsaet gave a verdict against Richardson & Co. and they appealed. The lower court was reversed by Judge Grosscup, who decided that 32 pounds has been fixed by statute as the standard for measurement of a bushel of oats, which is the custom of the market. The court in remanding the case for new trial said: "In the absence of an agreed standard, the standard of the place where the commodity is purchased governs."

Exports of buckwheat during the first eight months of the years 1902, 1901 and 1900 amounted to 141,357 bushels, 71,875 bushels and 395,645 bushels, respectively.

The organization of a farmers' trust has been heralded far and wide by the daily press. It is known as the Farmers Co-operative Association, and was incorporated under the laws of South Dakota by a few men who have not distinguished themselves by brilliant success in their ventures. They are Robert Lindblom, president, who "has been" prominent on the Chicago Board of Trade; H. H. Carr, manager of the grain department, who poses as the farmer's friend; Geo. W. Linn, second vice-president, who knows all the tricks of the produce commission business; O. W. Clapp, Joseph W. Burton and Hamilton White. The latter is the originator, and is working hard to sell shares.

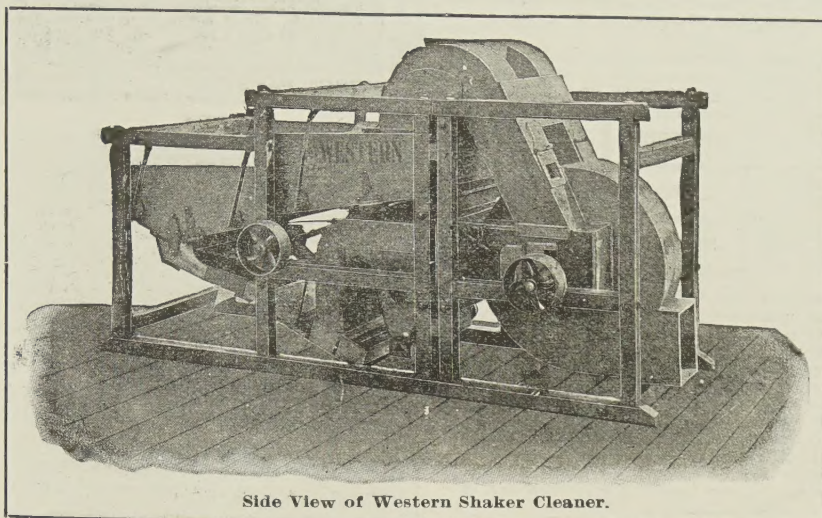


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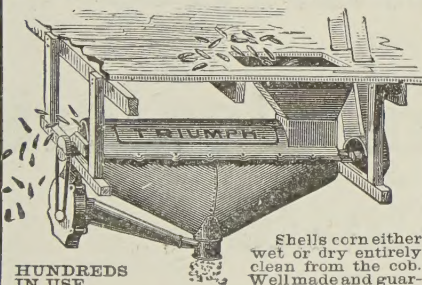
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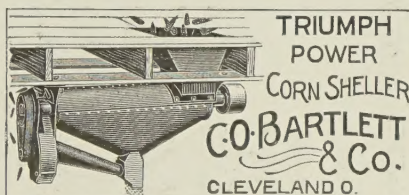
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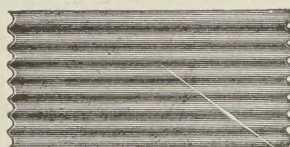
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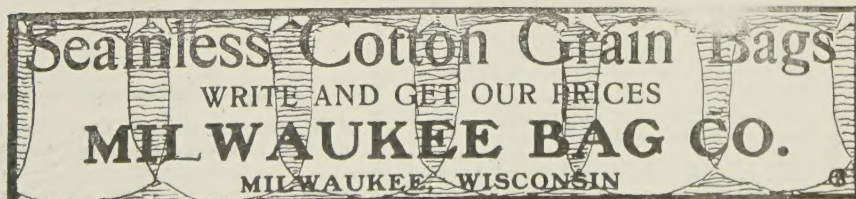


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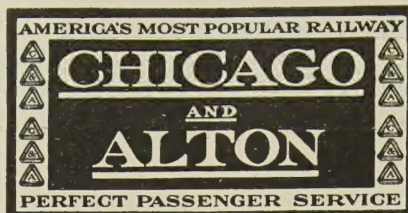
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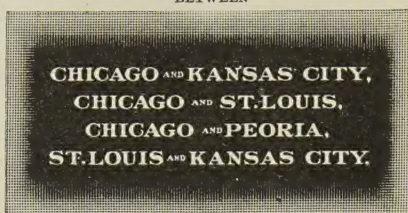
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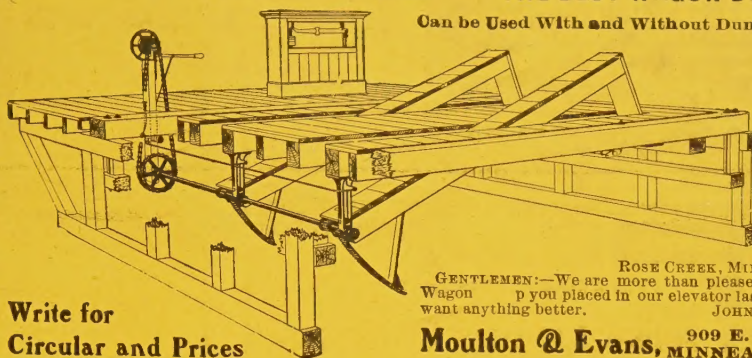
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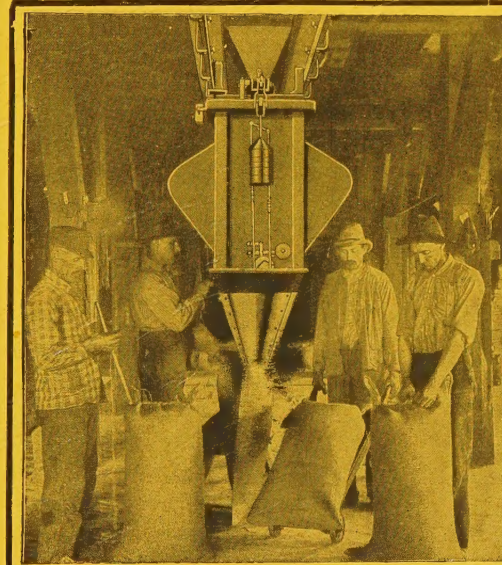
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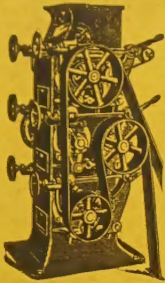
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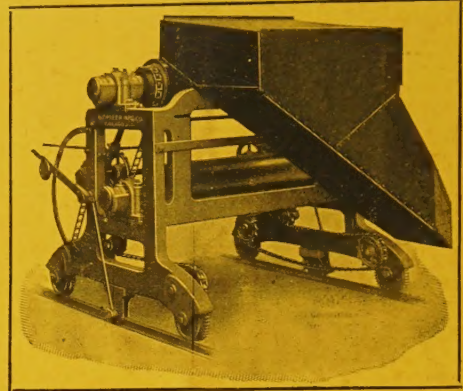


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